

# GRAIN DEALERS' JOURNAL

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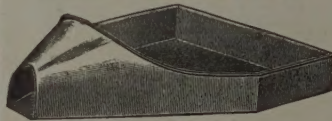
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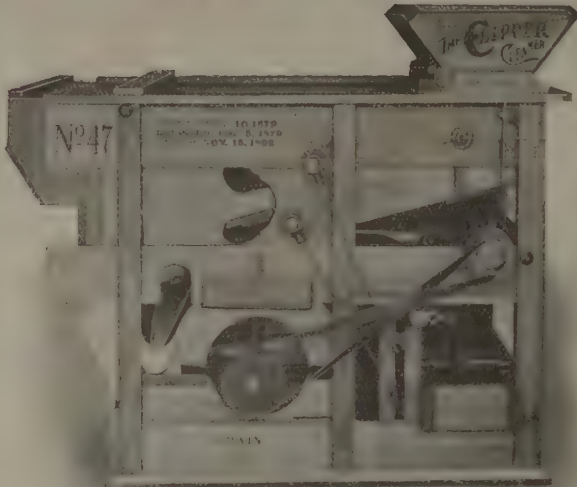
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Get our catalog describing full line of **New Process Corn Shellers** and **Cleaners** for elevators and warehouses.

If you are building a new elevator or in need of machinery and supplies for your old one, we can save you money. Write us.



BLOMGREN BROS. & CO.

**MARSEILLES  
MFG. CO.**

MARSEILLES  
ILLINOIS



# POWER CAR LOADERS FOR ELEVATORS.

## Well Pleased

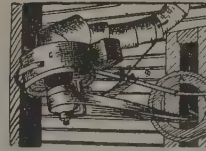
Maroa Mfg. Co., Maroa, Ill.

Gentlemen:—Yours of the 16th received. In reply will say that we got your loader set up the first part of August and in that month we loaded forty cars, mostly oats; your loader certainly did the work and did it well, loading all cars to the roof without any shoveling. If we would be unable to get another we would not part with the one we have for any money. We gladly recommend your loader to anyone who is contemplating putting in one and know that they will be like us, well pleased. Wishing you success, we remain,

Yours truly,  
Price & Bruce.

We do not have to rely on a single testimonial but if you watch this space you will see that we publish a different letter in each issue. They are from all the grain producing states and show that the Boss will load all kinds of grain. It is made in different sizes and upon request will be sent on trial.

MAROA MFG. CO., Maroa, Ill.



## Nelson Car Loaders are O.K.

I put a Nelson Car Loader in my Elevator and am more than pleased with it, and feel that I could not get along without it. We start the loader and go about our business and let the car load itself. It saves a man's time and makes car loading a pleasure. The grain passing through the machine is improved. It takes but little power to run it. I can unhesitatingly recommend the loader to grain dealers. Will answer any questions desired. S. J. CLAUSEN, Clear Lake, Ia.

E. B. NELSON, Burchinal, Ia.

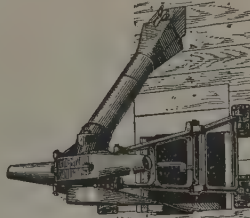
## TONS to Dollars and Cents

Designed primarily for use of Coal and Hay Dealers. This book of tables shows at a glance the cost of any number of pounds of coal or hay at any price per ton from \$1.00, \$1.25, \$1.75, \$2.00 and so on to \$14.00. It is especially adapted for retailers. It is well printed on good paper, and bound in cloth. It has a marginal index. Size of book 4 1/4 x 8 3/4 inches, 110 pages.

Price \$1.00

GRAIN DEALERS COMPANY  
255 LaSalle St. Chicago, Ill.

## EASY TO HANDLE



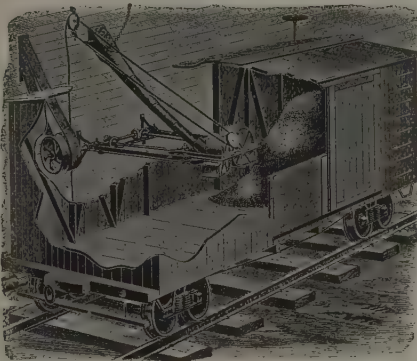
That's the kind of a loader to have. The Ideal car loader not only loads a large amount of grain on little power, but does not require a lot of rope and pulleys to put and hold it in place. Swings on folding brackets. A 10-year old boy can handle it.

FULLY GUARANTEED—30 DAYS' TRIAL.

Write

IDEAL CAR LOADER CO., Allenville, Ill.

## The Champion Car Loader



Will fill each end of the car at the same time.

Has a capacity of 6,000 to 9,000 bushels per hour. A perfect success.

Write the inventor and pioneer manufacturer of the rotary car loaders, for full particulars.

Manufactured by

E. BAUDER

Successor to  
E. H. REYNOLDS

STERLING, ILL.

## Grain Receiving Ledger FORM 33.

Is designed for use by grain buyers who keep individual accounts and is ruled for facts regarding wagon loads received from farmers. Each book contains 200 pages and each page is ruled for records of 36 wagon loads. The pages are numbered and a good index is bound in front part of book. Each page can be used for one or more accounts as desired. The pages are 8x13 inches and ruled with column headings as follows: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit, and Remarks. The paper used is heavy linen ledger, bound in heavy cloth covers with Russia back and corners. Price \$2.25.

FOR SALE BY

GRAIN DEALERS COMPANY

255 LaSalle St., CHICAGO, ILL.

## DUPLICATING SCALE TICKET BOOK

No. 62 is designed especially for country dealers who use scale tickets. It is a book 9x12 inches, check bound in heavy board covers. It contains 200 sheets. 100 white perforated sheets being interleaved with 100 manila sheets. On one side of the white sheets are printed 8 scale tickets, each ticket being printed, ruled and spaced for the following information: Date; Box of; Price per Cwt; Price per Bu.; Driver on, Off; Gross; Tare and Net Lbs.; Net Bus.; Weigher. It is intended that a sheet of carbon shall be placed between the white and manila sheets, so that altho the weigher tears out a ticket and gives to each driver, he retains a facsimile of each scale ticket given out, 800 tickets in each book, Price \$1.25.

Grain Dealers Company,

255 La Salle Street, Chicago, Ill.

## "The Special Car Mover" IS PUTTING IT MILD "The Special Train Mover" IT SHOULD BE STYLED



SHIPPED ON TRIAL

Does not work on rail and expend its power at nearly dead center, but has advantage of full length of crank or radius of wheel. Moves a car 6 to 12 inches at each stroke on a level track. Price \$5.00 F. O. B. Odebolt, Iowa. Shipped C. O. D., subject to 10 days' trial and acceptance.

**THE CONVEYOR CAR LOADER**  
Leads in its line. Carries grain from chutes that are low down and any distance from track. The new plan rope-drive connections furnished solves problem of loading from any number of chutes. Shipped on trial.

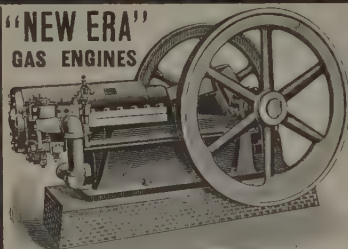
**THE INCLINE ELEVATOR AND DUMP**  
and Storage System is the best and cheapest ear corn and small grain storage. Grain dealers, feeders and farmers plants solve the problem of cribbing ear corn, etc., without shoveling. Attracts the most profitable part of the business. Write for full particulars.

IOWA GRAIN & MFG. CO., Odebolt, Ia.




## POWER FOR GRAIN ELEVATORS.

**"NEW ERA"**  
GAS ENGINES



For Gas or Gasoline. Sizes 6 to 100 H. P.  
THE NEW ERA GAS ENGINE CO.  
86 Dale Avenue, DAYTON, OHIO, U. S. A.

**The DAVIS**  
Gasoline Engine




"Simplest Engine Built."

Combines efficiency and durability with simplicity. The only engine with detachable water jacket. Full line Portable, Horizontal and Upright Engines. Write for catalogue.

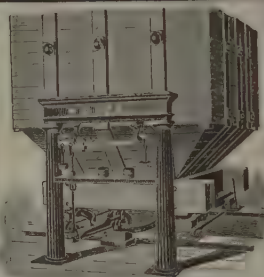
Waterloo Motor Works, Waterloo, Ia.

**BRUNNER ELEVATOR ENGINE**  
FOR GRAIN ELEVATORS  
From 1 to 30 H. P.



Write for descriptive circular.  
Charles Brunner, Mfr.  
PERU, ILL.

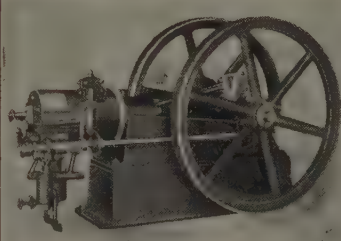
**HOWE SCALES**  
THE WORLDS BEST



Power and Weight

ESTIMATES FURNISHED PROMPTLY  
**BORDEN & SELLECK CO**  
CHICAGO  
ST. LOUIS MINNEAPOLIS KANSAS CITY CLEVELAND

**THIS ENGINE**



will furnish you with an absolutely reliable power. It is economical of fuel; compact, closely governed, simple and strong in construction, has few parts and is not likely to get out of order. An ideal engine for the elevator. We want to tell you more about it. So write us


**HUGH MATHEWS**  
Kansas City, Mo.

**The Gas and Gasoline Engine and Its Age**

Is a practical hand book of questions and answers on difficult problems, which may arise in the care and operation of a Gas or Gasoline Engine. It is a reference book for users and those contemplating the purchase of a gas or gasoline engine. It is well bound in cloth covers, printed on book paper and of convenient size. Profusely illustrated. Price, \$1.00.

GRAIN DEALERS JOURNAL, 255 La Salle St., Chicago, Ill.


**The Alamo** GASOLINE ENGINES..



**"The Alamo"**

HIGH GRADE  
AUTOMATIC  
SIMPLE  
ECONOMICAL  
SAFE

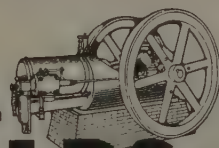
**"The Standard"**  
SCALES  
For All Purposes



ACCURATE  
DURABLE  
SENSITIVE  
RELIABLE  
GUARANTEED

**THE STANDARD SCALE & SUPPLY CO.**  
127-129 Market Street, CHICAGO, ILL.

Type G Engine 8 to 100 H. P.



**OLDS ENGINES**

Economical Power for Elevators

In sending out their last specifications for gasoline engines for West Point, the U. S. War Department required them "to be OLDS ENGINES or equal." They excel all others, or the U. S. Government would not demand them. They are the horizontal type, 2 to 100 H. P., and are so simply and perfectly made that it requires no experience to run them, and

**Repairs Practically Cost Nothing**

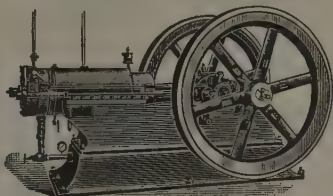
Send for a catalogue of our Wizard Engine, 2 to 8 H. P. (jump-spark ignition, the same as in the famous Oldsmobile), the most economical small power engine made; fitted with either pump-jack or direct-connected pump. Or, our general catalogue, showing all sizes.

**OLDS**  
GASOLINE ENGINE  
WORKS,  
Lansing, Mich.



## WAYNE GASOLINE ENGINES

SIMPLE, ECONOMICAL, RELIABLE



Send for Catalog of our Special Elevator Engines.

FT. WAYNE FOUNDRY & MACHINE CO.  
FT. WAYNE, IND.

## You are well pleased if your engine is a WATERLOO

Oil or water cooled engines. Frost proof and can not freeze.

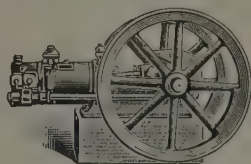


Before purchasing do not fail to write for Catalogue and Prices.

Waterloo Gasoline Engine Co.  
Waterloo, Iowa

## The "OTTO" Still in the Lead

It is not surprising that the "OTTO" was awarded the Gold Medal at St. Louis. In fact it has never failed to take first prize wherever exhibited. Below is a list of the "OTTO" Triumphs in America.



Philadelphia Centennial, 1876  
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Cincinnati, 1880  
New York, 1881  
Louisville, 1883  
San Francisco, 1884  
New York, 1885  
New Orleans, 1885  
Chicago World's Fair, 1893  
Atlanta, 1895  
New York, 1896  
Nashville, 1896  
New York, 1897  
Omaha, 1898  
Omaha, 1899  
Philadelphia, 1899

Buffalo, (Pan-American) 1901

St. Louis, (Louisiana Purchase Exposition) 1904

No engine could be uniformly successful without deserving it.

## THE OTTO GAS ENGINE WORKS

Chicago Representative:

T. W. SNOW, 360 Dearborn St.

PHILADELPHIA, PA.

## Gas Engine Books

Operators of gasoline engines who encounter difficulties in the care or operation of gas and gasoline engines will find each of the following books of great assistance.

THE PRACTICAL GAS ENGINEER,  
by E. W. Longnecker, M. D., Price, \$1.00.

THE GAS AND GASOLINE ENGINE,  
by Norman & Hubbard, Price, \$1.00.

THE GAS ENGINE HANDBOOK, by  
E. W. Roberts, Price, \$1.50.

GAS ENGINE TROUBLES AND REMEDIES,  
by Albert Stritmatter, Price, \$1.00.

For any of the above address,

## Grain Dealers Journal

255 La Salle St.

Chicago, Ill.

## Wagon Loads Received FORM 380

For the use of country grain buyers in keeping a record of grain received from farmers.

It is 9 1/2 x 12 inches, contains 160 pages, giving room for records of 3,000 loads. Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents, and Remarks. The book is printed on Record Linen Ledger Paper and is well bound in strong board covers, with leather back and corners. Price, \$1.50.

## GRAIN DEALERS COMPANY

255 La Salle Street, CHICAGO, ILL.

## Grain Register No. 12 AA

This book is invaluable to the country grain man and is designed to facilitate the work of keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8 1/2 x 14 inches and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, and Remarks.

Each page has spaces for 40 wagon loads and each book has 100 pages, making each book contain spaces for records of 4,000 loads. The book is well printed and ruled on Sterling ledger paper, and substantially bound in extra heavy binder board with leather back. Price \$1.50.

FOR SALE BY

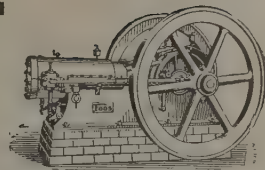
GRAIN DEALERS COMPANY, 255 LaSalle St., CHICAGO, ILL.

## Sales, Shipments and Returns Book

is invaluable to the country grain man in keeping record of his sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10 1/2 x 16 1/2 inches, used double. The left-hand pages are ruled for information regarding SALES and SHIPMENTS; the right-hand pages for RETURNS. Under SALES the column headings are Date, Amount Sold, Price, Grain, Terms. Under SHIPMENTS are Date, Car Number and Initial, Our Weights, In Bushels, Grade, Route, Rate. Under RETURNS are Destination, Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

No. 14 AA contains 76 pages, with room for records of over 2,200 cars. It is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper. Price \$2.00.

GRAIN DEALERS COMPANY, 255 LaSalle St., CHICAGO, ILL.



## The Foos Gas Engine Co.

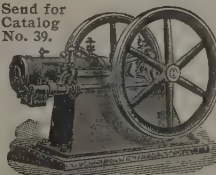
SPRINGFIELD, OHIO

Furnish the only Wipe Spark, Self Cleaning Igniter. Straight Line Counterbalancing by Discs on Arms of Crank

Send for Catalog No. 20 describing and illustrating the

## FOOS ENGINES

Send for Catalog No. 39.



## COLUMBUS ENGINES

Columbus Machine Co.  
COLUMBUS, O.

## Record of Cars Shipped FORM 385

Is designed especially for the use of country shippers in keeping a complete record of each car of grain shipped.

It contains 160 pages of Record Linen Ledger paper, ruled to meet the needs of the grain dealer's business. The column headings are: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

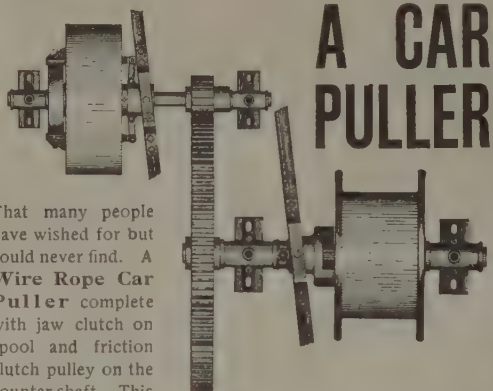
The book is 9 1/2 x 12 inches and has spaces for recording the foregoing facts regarding 2,400 carloads. It is well bound in strong boards with leather back and corners. Price, \$1.50.

## GRAIN DEALERS COMPANY

255 La Salle St., CHICAGO, ILL.



If you want anything for your elevator and do not know where to find it, write us.



## A CAR PULLER

That many people have wished for but could never find. A **Wire Rope Car Puller** complete with jaw clutch on spool and friction clutch pulley on the counter shaft. This combination gives complete control. It has been found that the use of wire rope car pullers have saved their entire cost in one year in saving of rope, etc.

We got this up purposely to sell for \$100 net, just what is shown on the cut. Leading sheaves and rope extra.

SEND FOR OUR CATALOG

**SKILLIN & RICHARDS MFG. CO.**

CHICAGO, ILL.

*Everything for your Elevator.*

## SOMETHING NEW

ABOUT

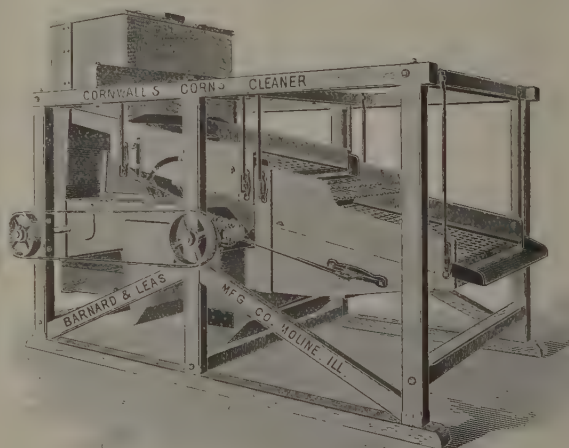
## Hess Driers

A new booklet will be out January 15th, describing the **Hess Driers**. Send your name for our mailing list. :: :: :: ::

**Hess Warming & Ventilating Co.**

707 Tacoma Bldg., Chicago

## THE CORNWALL CORN-CLEANER.



Has valuable features possessed by no other cleaner.

Its patent finger sieve will not clog, and will remove the small cob ends and pieces of cob always present in corn cleaned by other machines.

This feature together with the double row of steel rods between the two parts of the shaker, over which the corn and cobs must pass, enables the machine to clean the corn thoroughly in one operation.

We also make the Victor Corn-sheller, and a full line of Shellers and Cleaners, while we furnish everything needed in the elevator line.

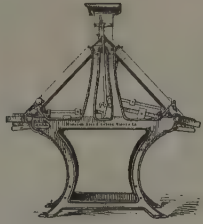
*Send for our latest circular.*

**BARNARD & LEAS MFG. CO., MOLINE, ILL.**

Builders of Elevators and Elevator Machinery.



## SCALES FOR GRAIN ELEVATORS.



### THIS SCALE

Automatically fills, weighs, counts the bags and shifts cut-off valves. Operator supplies empty bags. Shipped on trial, subject to your approval.

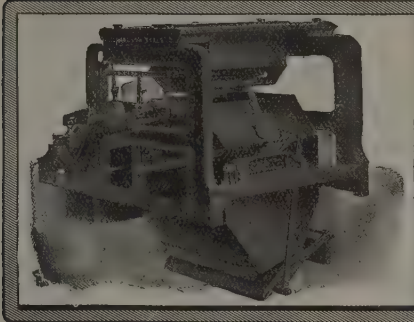
They are: Simple, because they are not complicated or intricate.  
Cheap, because they are simple.  
Durable because they are built that way,  
Fast, because the flow of material is never checked.  
Accurate, because they are adjusted, balanced and graduated with U. S. Standard Test Weights.

They are: Simple, cheap, durable, fast and accurate, because we guarantee them, and they must be that way.  
For literature address

THE AUTOMATIC SCALE CO., Ltd.

Minden, Louisiana.

## BEST ON EARTH



### AUTOMATIC SCALES

#### GRAIN TO CAR

Accurately weighed and registered.

Chicago Representative

WM. E. SMITH,

47 Plymouth Place.

RICHARDSON SCALE CO.

171619 Park Row N.Y. City.

## Grain Dealers' Scale Tickets.

BOOK NO. 51.

This scale book contains 100 pages 8x11 1/4 inches. Each page contains 5 scale tickets and 5 stubs, giving the book a capacity of 500 loads of grain. Each scale ticket is ruled for Number, Date, Load of, From, To, Gross, Tare and Net pounds, Net bushels and pounds, Dollars and Cents, Due to or order and Weigher. While the stub is ruled for Hauler, Load of, Number, From, To, Weighed, Date, Gross, Tare and Net pounds, Net.... bushels.... pounds, Price, Dollars and Fees.

It is printed on manila paper bound in heavy board covers and pages are perforated so that tickets can be removed from book quickly and without tearing them.

Book No. 51, Price 75 cents. Address

GRAIN DEALERS COMPANY

255 La Salle Street. - Chicago, Ill.

## GRAIN BUYERS No. 66 WEIGHT AND COPY BOOK

A new scale book that saves time and prevents errors. It is 12x12 inches, contains 225 pages and has room to record 7,425 loads.

Price.....\$2.00

GRAIN DEALERS JOURNAL

255 LA SALLE ST.

CHICAGO, ILL.

## Union Scale & Manufacturing Co.



Manufacturers of simple, accurate and reliable Automatic Weighing Machines. Scales for even weight bagging a specialty. Write for particulars.

36 and 38 Union Park Place,  
CHICAGO, ILL.

## HUNDREDS

of prosperous grain men in the U. S. point to the MIDLAND line of elevator machinery and supplies as the cause of their success.

Grain Elevators equipped with our machinery and supplies handle grain economically, do not break down and cause delay during the busy season, and prolong the life of the house. We can prove to you why, if you write us. If in need of repairs or building a new elevator let us figure with you.

Midland Machinery Co.

Complete Equippers  
of Grain Elevators.

Minneapolis,

Minn.



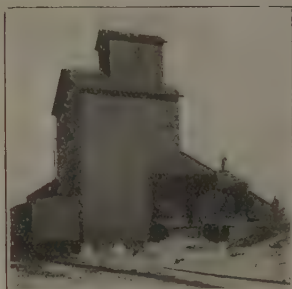
## GRAIN ELEVATOR BUILDERS.



# YOUNGLOVE & BOGGESS CO. ENGINEERS

Designers and Builders of  
GRAIN ELEVATORS AND FLOUR MILLS  
MASON CITY, IOWA

If Interested Write for Plans and Estimates on Your  
Work. See description of Omaha Elevator on page 669



SAM L. OLSON NILES OLSON TOLETT J. ENGH

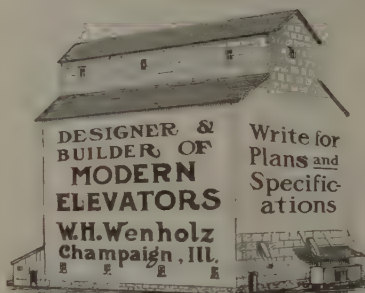
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ENGINEERS AND CONTRACTORS

Grain Elevators and  
Power Transmission

160-162 N. Sangamon St., CHICAGO

Phone Monroe 1614



DESIGNER &  
BUILDER OF  
MODERN  
ELEVATORS

W.H. Wenholz  
Champaign, Ill.

Write for  
Plans and  
Specifi-  
cations

T. F. COSTELLO

LEONARD WEST

# T. F. COSTELLO & CO.

CONTRACTORS & BUILDERS IN

Grain Elevators  
AND  
Warehouses

Plans and Specifications Furnished. Call  
on or write us.

412 S. Third St., Minneapolis, Minn.

# STEEL

## Twenty Million

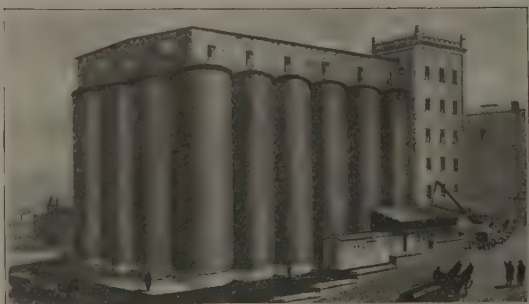
Bushels Capacity  
of Our Construc-  
tion now in use.

WRITE FOR ESTIMATES

STEEL STORAGE AND  
ELEVATOR CONSTRUCTION CO.

BUFFALO, - N. Y.

# STORAGE



This Steel Elevator and Tile Grain Storage  
was recently completed

for

JOSEPH SCHLITZ BREWING CO.

Milwaukee, Wis.

by

## The Barnett & Record Co.

GENERAL CONTRACTORS

MINNEAPOLIS

MINN.



# GRAIN ELEVATOR BUILDERS.

## SQUARE BIN FIRE PROOF ELEVATORS

A SPECIALTY.  
BRICK OR TILE.

We also have facilities for building modern country elevators quickly.

**G. T. HONSTAIN**

518 Corn Exchange  
MINNEAPOLIS, MINN.

**Macdonald Engineering Co.,**

DESIGNERS AND BUILDERS OF  
GRAIN ELEVATORS

Monadnock Bldg. CHICAGO, ILL.

**John S. Metcalf Co.**

ELEVATOR BUILDERS

623 THE TEMPLE

Plans and Specifications a Specialty. CHICAGO

**Witherspoon, Englar & Co.**

GRAIN ELEVATOR CONSTRUCTION

Steel, Hollow Tile, Concrete or Frame

Monadnock Bldg., CHICAGO, ILL.

**GEO. M. MOULTON & CO.,**

Fisher Building, Chicago

**GRAIN ELEVATOR CONSTRUCTION**

Modern Methods—Best Results  
Terminal, Transfer and Cleaning Elevators.

**N. A. GRABILL**

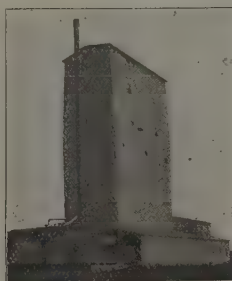
Contractor and Builder of

**Grain Elevators**

Plans and estimates furnished quickly  
DALEVILLE, IND.

Grain Dealers of the country that contemplate building Elevators this season, write me and I will mail you information that will be of use to you.

**M. ROWE, Elevator Builder**  
CLARKSVILLE, IOWA



We do not claim to be better than the best, but we do claim to do better work than the rest.

LET US  
FIGURE  
WITH  
YOU

**BURRELL**

ENGINEERING & CONSTRUCTION CO., (INC.)

263-265 LaSalle St., Chicago, Ill.

**C. A. LOWE**

ELEVATOR  
BUILDER

ENID, OKLAHOMA.

**Hodgman & Johannsen**

of Dwight, Ill., wish to announce that they are especially prepared to Design, Build, Repair or Remodel Grain Elevators in the latest approved style. Work will be done by contract or day. We are agents for all kinds of elevator machinery and would be pleased to call on you and tell you how to fix your elevator.

**MODERN  
GRAIN  
ELEVATORS**

Any Style and Capacity  
Designed and Built by

**L. O. HICKOK**

MINNEAPOLIS

236 Flour Exchange MINN.

**One of Many.**

Parker, S. D., Dec. 28, 1904.

**The Younglove Construction Co.,**  
Mason City, Iowa.

Dear Sirs:—Have just returned from Centerville and find the elevator all right. I think it is the best built country elevator I ever saw that was put up by a contractor. From the foundation up you have given me a good job, and the material used is of good quality. Am well pleased.

Yours truly,  
C. W. THOMPSON.

OUR FRIENDS ADVERTISE US

L. Box 478  
Office 407-409 Commercial Block.

**Grain Elevators**

**P. H. PELKEY**  
Elevator Contractor

FULL LINE OF ELEVATOR AND MILL  
SUPPLIES, SCALES AND LEWIS GAS-  
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WICHITA, KAN.  
118 S. LAWRENCE AVE.

**"ACTIONS SPEAK LOUDER THAN WORDS"**

The following Line Companies are using our Pat. Chain Grain Feeders and Conveyors. Why not you? Satisfaction guaranteed.  
National Elevator Co., Indianapolis, Ind. Crabbs-Reynolds-Taylor Co., Crawfordsville, Ind.  
Neola Elevator Co., Chicago, Ill. C. H. Feltman, Peoria, Ill.  
Cleveland Grain Co., Cleveland, O. Raymond P. Lipe, Toledo, O.

Write for catalogue and investigate our elevator machinery before buying elsewhere.

**B. S. CONSTANT CO. - Bloomington, Ill.**

## GOOD LOCATIONS

You can find a good location for your new elevator by placing a liner ad. in the "Wanted" columns of the Grain Dealers Journal. The cost is 15c per line each insertion. Try it.

**SECKNER CONSTRUCTION CO.**

NOT INCORPORATED

**CONTRACTORS & ENGINEERS**

OF GRAIN ELEVATORS CONSTRUCTED OF WOOD, CONCRETE OR STEEL  
414-79 DEARBORN ST., CHICAGO, ILL.

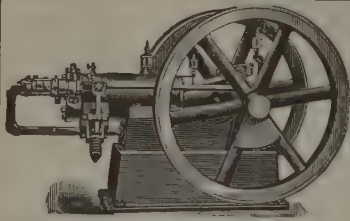
Tel. Central 5364.

C. M. Seckner, Manager.



# The GRAIN DEALERS JOURNAL.

## GRAIN ELEVATOR SUPPLIES.



Sole State Agents HOWE Gasoline Engines. Special Agents HOWE Scales.

MANUFACTURERS OF  
Elevating, Conveying and Power  
Transmitting Machinery.  
Complete Equipments for Grain  
Elevators a Specialty.

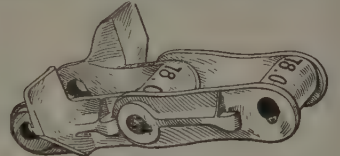
York Foundry and Engine Works  
Warehouse; OMAHA, NEBR.  
Office and Works: YORK, NEBR.

### SOLD ENGINE THRU AD.

John H. Doyle, Longview, Ill.:  
"Please discontinue my advertisement  
in the Grain Dealers Journal, as I  
have sold my engine thru the ad., and  
could have sold one-half dozen en-  
gines if I had them."

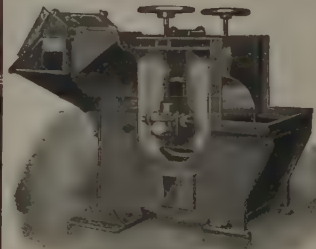
**If You Don't**  
buy your goods of us  
**We Both Lose Money**  
Complete line of  
**ELEVATOR MACHINERY AND**  
**SUPPLIES**  
**H.L. Thornburgh & Co.**  
Chicago, Ill.

**THE A. H. R.**  
Special Grain Feeder Chain No. 78.



The Strongest in the United States  
for Grain Feeders.

**A. H. RICHNER** Patentee and  
Manufacturer  
606 South Water Street, Crawfordsville, Ind.



16 inch pulley—16 inch face.  
**NON-CHOKING.**

Send for  
Catalogue "D"

### POWER MONEY!

If you can lift **TWICE** as much grain with our  
improved devices as you are now elevating with  
your present facilities, at the same cost, are you  
not losing that much money each day just as surely  
as if you burned it?

If, in addition, you can do this same work with  
one-tenth the care, trouble, and labor, at the same  
time making your elevator immune against fire  
from chokes, is it "good business" for you to "plug"  
along in the same old rut?

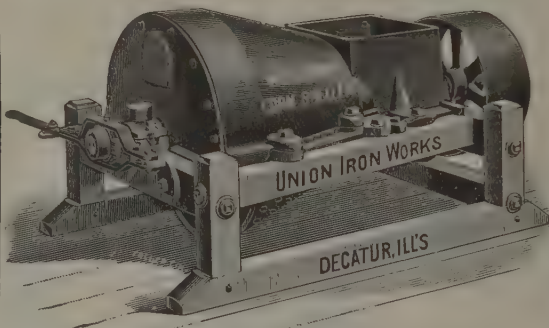
Actual results in the hands of users make our  
claims such a certainty, that our

**NON-CHOKABLE BOOT IS**

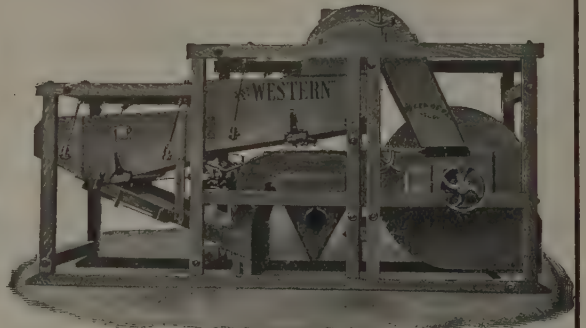
SENT ON TRIAL.

**HALL DISTRIBUTOR CO.**

222  
First Nat. Bank Bldg  
OMAHA, NEB.



"Western" Warehouse Sheller



"Western" Shaker Cleaner

**Do You Intend to Build an Elevator this Season?**

If so, correspond with or see the

**UNION IRON WORKS**  
DECATUR, ILL.

*Plans to Suit Each Location by a Licensed Architect*

Manufacturers of the justly celebrated **WESTERN MACHINERY**—Corn Shellers,  
Corn Cleaners, Elevator Heads and Boots, Pulleys, Boxes, Shafting, etc.

**WRITE FOR OUR CATALOG AND PRICES**

# The GRAIN DEALERS JOURNAL

## GRAIN ELEVATOR SUPPLIES.

21

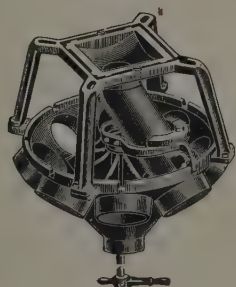
### A GRAIN SPOUT

That will load cars  
without  
shoveling.  
It is worth its  
weight in gold  
It will save you in  
labor all it costs in  
less than a month.  
Send for Prices to

H. SANDMEYER & O., Peoria, Ill.



### THE HALL SIGNALING DISTRIBUTOR



6-inch, 8 ducts.

**NON-MIXING.**

"ALL distributors, save only this, mix grain in distribution!"

The feeling of security from mixing of grains, filling up of the elevator head or spout, liability to chokes because the flow of grain is not arrested at the proper time, that comes with having a HALL DISTRIBUTOR in your cupola, is alone worth more to the operator than the cost of installing it. You'll think so, too, after trying it.

The "Signaling" feature of our device is the factor that accomplishes this result, and is found in our distributors, only.

**SENT ON TRIAL.**  
SEND FOR BOOKLET.

**Hall Distributor Co.**

222 First Nat. Bank Bldg. OMAHA, NEB.

### ELEVATOR SUPPLIES

We can equip your elevator from top to bottom. If you need a gasoline engine, a grain cleaner, scales or anything for your elevator, we have it and can ship promptly. Get our catalog now, then tell us your troubles.

**C. D. Holbrook & Co.**  
MINNEAPOLIS, MINN.

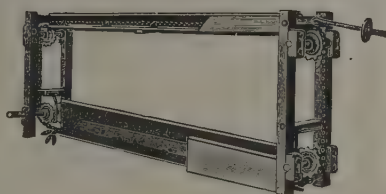
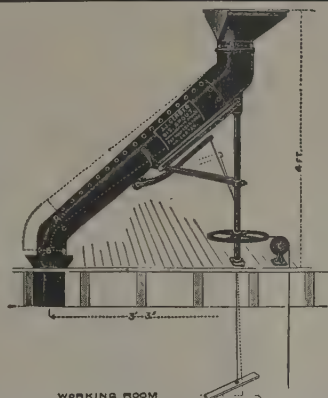
ORDER THE NO. 2

### GERBER IMPROVED Distributing Spout

and be convinced that it is the best spout you can secure for your elevator. We make a specialty of mill and elevator spouting.

For particulars write

**J. J. GERBER,**  
Minneapolis, Minn.



### Improved Chain Drag Feeder

Best  
Made

Suits all Locations

No Wastage or Mixing Grain

Takes up no Room in Dump

We Manufacture a Complete Line of

**MACHINERY AND SUPPLIES, CORN SHELLERS,  
CORN CLEANERS, DUMPS, HEADS AND BOOTS**

Write for Our Catalog and Prices

**The Philip Smith Co., Sidney, Ohio**

### Wheat Tables

On Cards.

Clark's Wheat Tables for reducing wagon load weights to bushels reduce any number of pounds up to 4,000 to bushels of 60 lbs. each.

In addition to the regular reduction table, 4 dockage tables showing the dockage on any quantity up to 4,000 lbs., at 1, 2, 3 and 5 lbs. dockage are given. Also a table for reducing any quantity flaxseed, rye or shelled corn up to 4,000 lbs. to bushels of 56 lbs.

Printed in 2 colors on heavy bristol board with eyelet to hang beside scale beam. These six tables will be sent, prepaid, for 50 cents.

**Grain Dealers Co.**

255 La Salle Street, - - Chicago, Ill.

### Corn and Oat Tables

On Cards

Clark's Tables for wagon loads reduce any number of pounds of shelled corn, rye, flaxseed, ear corn and oats up to 4,000 pounds to bushels of 56, 70, 72, 75, 80 and 32, 33 and 35 pounds. Printed in two colors, on heavy bristol board. Can be hung up beside scale beam for use by weighman. Price, delivered, 50 cents.

**Grain Dealers Co.**

255 La Salle Street, - Chicago, Ill.

## The Value

of an advertisement depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using space in the

**GRAIN DEALERS JOURNAL**



## FEED MILLS FOR GRAIN ELEVATORS.

NO TIME TO LOSE  
OR MONEY TO LEND

But we've got the best there  
is in Conveyor Chain,  
Sprockets, Grain Buckets  
and all other

ELEVATOR  
MACHINERY

And guarantee you the limit  
in both quality and price if  
you place your order with us  
Roll Corrugating and  
Grinding a Specialty.  
Manufacturers of the celeb-  
rated **Northway Feed  
Mill**, the easiest running  
and fastest grinding feed  
mill made. Ask for catalog

**Strong & Northway  
Manufacturing Company**  
MINNEAPOLIS, - MINN.

Agents for Invincible Cleaners  
and Richmond Dust Collectors.



## EASY TO HANDLE

Willford's Light-running  
Three-roller Mills

Are not only easy to handle, but grind the most  
feed for power consumed of any feed grinder  
made Send for circulars and prices.

**Willford Manufacturing  
Co., 303 So. Third St., MINNEAPOLIS, MINN.**

Get Our  
Catalog

—and get mill-wise.

It tells all about Attrition  
Mills, French Burr Mills, and  
Feed, Meal and Grist Mills,  
Corn Shellers, Crushers, etc.,—tells just what  
to do and how and why to do it, and what it  
will cost.

It also tells how  
machinery does  
better work,—  
does it faster  
and cheaper  
—at any price.  
You need our  
catalog almost  
as much as  
the mill itself.

**Sprout**  
P. O. BOX



**Waldron**  
MUNCY, PA.



## COAL SALES BOOK

FORM 44.

FOR RETAIL COAL DEALERS.

It facilitates bookkeeping, and reduces the  
chance of error. Practically three books in  
one. 1. It is the original entry of all sales  
made. 2. It is the original entry on the  
scale weights. 3. It is the Journal from  
which the posting is done.

It contains spaces for 6,000 loads. Each  
page is ruled with column headings, as follows:  
Date, Ledger Folio, Purchaser, Gross, Tare,  
Net Pounds, Price Per Ton, Amount.

This book is 8 1/2 x 14 inches and contains  
150 pages of superior ledger paper. Each  
page is numbered. It is well bound with best  
binder board, covered with cloth, has leather  
back and round leather corners. Price, \$1.75.

FOR SALE BY

**Grain Dealers Company,**

255 La Salle St.

CHICAGO, ILL.

## NORDYKE &amp; MARMON CO.

AMERICA'S LEADING MILL BUILDERS

INDIANAPOLIS, IND.

**FEED  
MILLS**

THREE ROLL-TWO AND  
THREE PAIR HIGH  
ROLLER MILLS  
ALL SIZES AND STYLES  
BUHR STONE MILLS

**ELEVATOR  
MACHINERY,  
GRAIN CLEANERS,  
SHELLERS.**

OVERHEAD DUMPS,  
TURN-HEADS, FEEDERS,  
FLEXIBLE SPOUTS,  
BUCKETS, BELTING,  
POWER CONNECTIONS.

**ELEVATOR  
SUPPLIES**

GOODS OF FIRST QUALITY - PRICES LOW - SEND US YOUR SPECIFICATIONS FOR QUOTATIONS.

## The Value

of an "ad" is not measured by  
what it costs, but by what it  
pays the advertiser.

## CLARK'S CAR REGISTER

is designed especially to facilitate  
finding of record of any car.  
A time and labor saver. Invalu-  
able to receivers.

**Grain Dealers Co., Chicago, Ill.**

## A CARD LIKE THIS

Would do YOU a great  
deal of good at a  
small cost.

## Bushel Values

Shows at a glance the cost of any number of  
bushels and fractional pounds, from 1 to 1,500  
bushels of any kind of grain, from 15, 16, 17  
cents up to \$1.04 per bushel.

Bushels are shown in red figures and values in  
black. The price per bushel being given at  
top of value columns.

It is conveniently arranged and easily under-  
stood. Printed on good paper and bound in  
heavy paper cover. Price 50 cents.

**GRAIN DEALERS COMPANY**

255 La Salle Street, CHICAGO, ILL.

## Grain Scale Book No. 23

An Indexed journal, keeps a record of 10,000 wagon loads. Each  
man's loads are entered on his page. It keeps a record of scale  
weights. From it both debits and credits are posted to ledger, credit-  
ing the customer with the amount received and charging it to the  
grain's account.

In using this book the dealer minimizes the chance of making  
errors by posting from original entries.

The book is ruled with column headings as follows: Date; L. F.;  
L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels;  
Pounds; Price; Amount.

The book contains 240 pages, size 10 1/2 x 15 1/2 inches. The best lined  
ledger paper is used. The regular ledger index in front will accom-  
modate all names necessary. The book is bound in extra heavy cloth  
covers with leather back. Price, \$2.50.

For Sale by

**GRAIN DEALERS COMPANY**

255 LA SALLE ST.

CHICAGO, ILL.

## SEEDS FOR SALE.

**TIMOTHY, CLOVER AND FIELD SEEDS** of all kinds; buy or sell. Write us. Ross Seed Co., Louisville, Ky.

**CLOVER SEED**, timothy seed, alsike, oats, corn and hay for sale. Don't fail to write us. Address Kinsey Bros., North Manchester, Ind.

**MILLET, CANE SEED**, Kaffir Corn, Alfalfa, Blue Grass and all kinds Grass Seed for sale. Address J. G. Peppard, Station A, Kansas City, Mo.

**BROME GRASS SEED** for sale at 10 cents per lb. f. o. b. (bags extra). Absolutely no foul seeds. Address A. Meriville, Cottonwood, Assa., Canada.

**WESTERN HEADQUARTERS** for Alfalfa, Clover, Timothy, Millet, Sorghum and Kaffir Corn. Write for prices. Missouri Seed Co., Kansas City, Mo.

**ALFALFA SEED**—Highest award at St. Louis Exposition; also have cane, Kaffir corn and other farm seeds. Write for prices. McBeth & Kinnison, Garden City, Kans.

**WE ARE** buyers and sellers of Clovers, Timothy, Hungarian, Millet, Blue Grass, Red Top and other Field Seeds. Correspondence solicited. **THE ILLINOIS SEED COMPANY**, Chicago, Ill.

**CARLOADS AND LESS:** Red Clover, White Clover, Alsike, Kentucky Blue Grass, Red Top and Orchard Grass. Samples and quotations gladly furnished on application. Address W. H. Small & Co., Evansville, Ind.

## SEEDS WANTED.

**ALL KINDS** of field seed bought and sold. Consign your seed to me. B. F. Adams, Peoria, Ill.

**WANTED**—Alfalfa, Millet, Cane Seed, Kaffir Corn and Timothy Seed in car lots. W. H. Small & Co., Evansville, Ind.

**AM IN THE MARKET** for Medium and Mammoth Clover, Alfalfa Seed, Cane Seed, Early Fortune, German and Broom Corn, Millets. Address J. G. Peppard, Station A, Kansas City, Mo.



**HONEST SEED CORN**

**FUNKS HONEST WAY SEED CORN IN THE EAR.**

Funks Corn won the only Grand Prize at the St. Louis World's Fair. The Grand Sweepstakes carcass at the International Live Stock Show was fed on Funks high protein corn. Write for our New Book on Corn. It is free.

**FUNK BROS. SEED CO.,**  
442 N. East Street, Bloomington, Ill.  
We are the pioneers in shipping corn in the ear in bulk.

## THEIR AD Brought Business

C. P. & J. LAUSON, Milwaukee, Wis.:  
Please discontinue our ad. of engines for sale in the Journal. Our ads in your Journal were very effective.

## GRAIN WANTED.

**MILLING BUCKWHEAT** wanted. Address H. J. Klingler & Co., Butler, Pa.

**OFF-GRADE**, light wheat wanted. Mail samples. Address, W. H. Small & Co., Evansville, Ind.

**EAR CORN WANTED** in car lots. Also oats, rye, hay and tangled rye straw. Address Johnson & Son., Goshen, Ind.

**WANTED**—Oats, white, black and dark mixed. Send samples and prices. Address Louisville Seed Company, Louisville, Ky.

**750 BU. CAR** of cheap wheat and barley for chicken feed wanted. Send samples and price. Will pay arrival draft. S. H. Phelan, Calais, Me.

**WANTED COUNTRY SHIPPERS** of grain to quote lowest prices f. o. b. on corn and oats. Address Bennett & Hawkins, Nashville, Tenn.

**SHELLED CORN** wanted. Quote lowest delivered price. Must be good sound merchantable corn. Address Wilder & Pearson, Laddonia, Mo.

**I WISH** a few accounts of first-class corn and oats shippers. Those not now represented in this market preferred. A. B. Clemmer, 439 Bourse, Philadelphia, Pa.

**NEW YELLOW EAR CORN** wanted. Also all grades new and old shelled corn, oats, and etc. I am a steady buyer car lots for direct shipment from interior points. Address J. C. Mitchell, 255 La Salle St., Chicago, Ill.

**GRAIN WANTED**—We handle everything in the grain line. Have outlet for off-grades. Send us your consignments and we will guarantee you satisfaction. Address National Grain & Hay Co., Indianapolis, Ind.

**EAR CORN** wanted—25 cars good, sound, clean yellow ear corn. Also in market for shelled corn, oats and hay. Shippers let us hear from you. We wish to make your acquaintance. Marietta Brokerage Co., Marietta, Ohio.

"I am impressed with the fact that comparatively few of the members of commercial organizations make themselves known to the public thru the medium of advertisements, and that this field is almost exclusively occupied by others, which accounts in my opinion very largely for the volume of business sent to those who are not responsible to any established and recognized commercial body, and who are not therefore, accountable under the restrictions and safeguards embodied in the rules of prominent commercial bodies."—  
**GEO. F. STONE**, Secy. of the Chicago Board of Trade, Sep. 1895.

## GRAIN FOR SALE.

**WHEAT, OATS, CORN** and ground feed for sale. J. A. Sauer, LeMars, Ia.

**CORN, MILO MAIZE** and Kaffir corn for sale. R. J. Bishop & Son, Gage, Okla.

**WHITE WHEAT** for sale. If in need of white wheat write or telegraph Sam Williamson, Salt Lake City, Utah.

**MIXED CARS** a specialty—flour feed, rye, oats & corn. Send along your orders. Goshen Milling Co., Goshen, Ind.

**GRAIN**, seeds, hay, corn and oats chop a specialty. We ship split cars of corn, oats, chop and flour. Address Mead Grain Co., Union City, Ind.

**GRAIN FOR SALE**—"Phoenix Brand" Poultry Food, "Monitor Brand" Chick Food, Chicken Feed Wheat, Kaffir Corn, Feed Barley and a full line of materials suitable for feeding poultry and pigeons. **THE ILLINOIS SEED COMPANY**, Chicago, Ill.

## HAY WANTED.

**WE** want your next consignment of **HAY** and **STRAW**. Address R. F. Morrow Commission Co., Chicago, Ill.

**HAY WANTED**—We buy hay f. o. b. your track and handle on regular commission of 50c per ton. Write us. National Grain & Hay Co., Indianapolis, Ind.

**OUR COMMISSION**, 50 cents per ton. It will pay you to send for our mkt. report. If you have straw to sell, quote us. E. K. Lemont & Son, 465 Bourse Bldg., Philadelphia, Pa.

**TRY US** with a consignment of hay and grain, and be convinced that we can serve you better than any other firm in the business. Elevator and warehouse on N. & W. Railroad. Address Suffolk Feed & Fuel Co., Commission Merchants, Suffolk, Va.

## HAY FOR SALE.

**HAY FOR SALE**—No. 1 prairie timothy hay in large quantities. I will quote delivered prices. Write me. P. L. Rivard, Pocahontas, Ia.

**SEVERAL CARS** of good No. 1 and No. 2 timothy hay and 2 cars No. 1 long rye straw for sale. Address Spencer Billington, Fultonville, N. Y.

## BRAN WANTED.

**WANTED** 1 car winter bran in sacks. Name lowest price. H. J. Merthe, Huron, O.

## TO BUY SELL RENT or LEASE an ELEVATOR

Place an ad. in the "Wanted" or "For Sale" columns of the **GRAIN DEALERS JOURNAL** of Chicago. It will bring you quick returns, yet cost you only 15 cents per line. Try it.



**ELEVATORS FOR SALE.**

ELEVATORS for sale. Address C. A. Burks, Decatur, Ill.

UP-TO-DATE elevators in choice locations. W. A. Thompson, Attica, Ind.

ELEVATOR, 10,000 bu. capacity, for sale cheap. C. W. Montgomery, Onward, Ind.

TWO ELEVATORS for sale. Large territory. Price, \$4,500. Address Lock Box 121, Menlo, Iowa.

ELEVATOR FOR SALE in good Iowa location. Address L. P. G. Co., Box 1, Grain Dealers Journal, Chicago, Ill.

BEST LOCATED ELEVATOR in Oklahoma for sale; 1/4 cash. Address Ris, Box 6, Grain Dealers Journal, Chicago, Ill.

35 ELEVATORS FOR SALE in Indiana, Illinois, Iowa and other western states. Send for list. Aaron Smick, Decatur, Ill.

I WILL sell my elevator, feed mill and lumber yard at Bryant, Ia.; doing a good business in all lines. N. J. Millhaem, Miles, Iowa.

A GOOD PAYING grain and coal business in Western Iowa for sale. Address Grain Box 1, Grain Dealers Journal, Chicago, Ill.

SMALL ELEVATOR in good farming country. Crop good. Splendid feed, coal and tile trade. Address, Lock Box 114, Westport, Ind.

FOR SALE.—My 12,000-bu. elevator in new small town on the C., R. I. & P. road in Northwest Iowa. Address R. P. Dethmers, Plessis, Iowa.

ELEVATOR AND FEED STORE for sale at a bargain. Up-to-date power and grinding outfit. Address F. S. Butler, Richmond, Ind.

IF YOU fail to find the elevator you want in this column, advertise your want to the grain trade by using space in our "Elevators Wanted" column.

FOR SALE OR TRADE—A feed and coal business and feed mill doing a good business in a good dairy country. Address Chas. Whiting, Roscoe, Ill.

ELEVATOR BUILDING and machinery for sale. Both in good repair. Must be moved from present location. Price, \$400. cash. Address A. F. Herr, Groveport, Ohio.

A SMALL LINE OF ELEVATORS in Northwest Iowa, Southwest Minnesota and Southeast Dakota, for sale. Address Elevator Box 1, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE at Walcott, Iowa. Capacity 45,000 bushels. Engine, 35 horse power. Best of condition. Located on C. R. I. & P. tracks. Address Schwarting & Co., Walcott, Ia.

ELEVATOR, 15,000-bu. capacity, for sale, with corn sheller and warehouses to store 50,000 bu. of grain; good wholesale and retail trade; in good black land country; with good corn crop now made; same will begin to move by September 15th. Address, O. H. Black, Leonard, Texas.

**ELEVATORS FOR SALE.**

LARGE ELEVATOR in best corn and oats belt of Indiana for sale. Capacity 100,000 bu. New and modern. Competition good. Write Man, Box 1, Grain Dealers Journal, Chicago, Ill.

THREE ELEVATORS on the I. C., in the corn belt, located in good territory. Price reasonable, terms liberal. Write us at once. Address I. C. Box 189, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE in southwestern Iowa on main line of C., B. & Q. Doing good business. Hopper scales, gasoline engine. Address Wish, Box 12, Grain Dealers Journal, Chicago, Ill.

GRAIN AND LIVE STOCK business for sale. Good location in Kansas. Good farming country; business established 24 years. Reasons for selling, old age. Address Alex Knott, Belle Plaine, Kans.

BEST PAYING ELEVATOR AND coal business in central Iowa for sale to close partnership business. Large territory. Snap for cash buyer. Address Dora Box 1, Grain Dealers Journal, Chicago, Ill.

FOR SALE or exchange for a farm: a new 20,000-bu. elevator on Panhandle R. R. In eastern Indiana; fine farming country; no stock fed to speak of. Address J. W. Owens, Saratoga, Ind.

ELEVATOR AND FEED MILL in a large town in Central Illinois for sale at \$4,000. Big coal business in connection. Have other interest requiring my personal attention. Address Winkle, Box 11, Grain Dealers Journal, Chicago, Ill.

\$5,000 WILL BUY one of the best grain and retail propositions in Central Illinois, located in a good City, high school and college. Coal, feed and hay business will run about \$400 per day. You will have to hurry, as this proposition will sell quick. Address 212 Review Bldg., Decatur, Ill.

TWO ELEVATORS for sale. One 50,000 bushel and one 20,000 bushel. Seven miles apart. Good fuel and feed business in connection with the 50,000 bushel house, which is located in town of 1,500 population. Both gasoline power, and located in the best wheat country in the Red River Valley of North Dakota. Address Cass, Box 1, Grain Dealers' Journal, Chicago, Ill.

A 30,000 BUSHEL ELEVATOR, located on lot belonging to owner, that will handle 150,000 bushels per annum, located in a city of 1,500 in Ohio. Cheap at \$7,000; part cash, balance good note. If you are looking for a proposition in Ohio, here's one that is certainly worthy of your consideration. Write me. Address Jones Box 1, Grain Dealers Journal, Chicago, Ill.

A GOOD NEW OKLAHOMA elevator for sale: 10,000 bu. capacity; well built; in a good country town and doing a good business. Small town; no lumber yard. Any one wanting an elevator and lumber yard, should investigate this. Coal business already established. Will sell at a reasonable figure. This elevator is located in one of the best wheat growing sections in Eastern Oklahoma. Address E. J. Miller, Perry, Okla.

**ELEVATORS FOR SALE.**

ELEVATOR in corn belt of Illinois for sale. Handles over 200,000 bu. annually. Good reasons for selling. Address Bark, Box 12, Grain Dealers Journal, Chicago, Ill.

ONE HALF INTEREST in elevator and mill for sale. Water power the year round. Mill running every day and good demand for its entire output. Located in Indiana in good grain section. Address G., Box 11, Grain Dealers Journal, Chicago, Ill.

INDIANA ELEVATOR for sale. Almost new. 15,000 bu. capacity. No competition. In an average year this elevator will handle 200,000 bu. corn, wheat and oats, 1,200 tons coal and 25 cars tile. Also 1,000 to 2,000 bu. seed. Good flour trade. Splendid location for implements, lumber or live stock. This is a gilt edge property and will bear the closest investigation. Price, \$7,500. Address A. B. C. Box 8, Grain Dealers Journal, Chicago, Ill.

NEW ELEVATOR for sale—Modern, up-to-date. Capacity, 20,000 bus. Located in best grain country in central Indiana. Will average 200,000 bu. grain, 1,200 bu. clover seed. Also good coal trade, wool, flour and feed. Good corn crop. Fine opening for lumber yard—room on elevator ground. No competition. Will pay for itself in two years. Very low price if can make quick sale. Address Bargain, Box 1, Grain Dealers Journal, Chicago, Ill.

OHIO ELEVATOR for sale. Located on the Big Four Ry. in a good grain country. 30,000 bu. capacity. No competition; will handle 125,000 bu. grain, 1,200 tons coal. Flour exchange, \$6,000 business per year. Two wagon scales; one hopper scale; one 121,000 lb. R. R. track scale; three corn dumps; 6,000 bu. ear corn crib; one corn sheller and cleaner; one French buhr 20-inch meal and feed grinder. One Eureka cleaner; one clipper seed cleaner; one Boss car loader; one 30 h. p. gasoline engine and one 35 h. p. steam engine. All in first-class order. Address Hunt, Box 1, Grain Dealers Journal, Chicago, Ill.

WE OFFER for sale at Olive Branch, Ill., on the C. & E. I. R. R., 20,000-bu. cribbed elevator, covered with drop siding; corn cribs for 5,000 bushels; two 5-ton wagon scales; one 500-bushel hopper scale; one stand of elevators large size; Huntley cleaner; 10 h. p. gasoline and 25 h. p. steam engine. Plant is almost new. Ships about 75 cars wheat and 20 cars corn; business growing each year. 10,000 seamless cotton bags. Plant pays for itself every three years. Price, \$5,000. Address, The Sidell Grain & Elevator Co., Sidell, Ill.

NEW CRIBBED, steel sided, slate roof elevator for sale. Two dumps, one for ear corn and the other for small grain. Two stands for elevators; cups 7 1/2 x 12 in. and 6 1/2 x 10 in. Five-ton Howe wagon scale; one hopper scale; No. 2 1/2 Western corn sheller; large size Western shaker cleaner; large size A. T. Ferrell seed and grain cleaner; gravity car loader. Brick engine house; 20 h. p. Erie engine and boiler. Cob house adjoining; private side track to Penna. R. R. Three lots; fine farming community. 12,000 bu. capacity, easily increased. Low insurance rate. Address Lock Box 21, Bettsville, O.

## ELEVATORS FOR SALE.

ELEVATOR AND HAY warehouse at Aboite, Indiana, for sale. In the finest grain section of the state. Large flour exchange trade. Good point for retail coal and feed trade. Handles 100 to 200 cars of hay every season. Write S. Bash & Co., Fort Wayne, Ind.

FOR SALE OR TRADE—Twelve thousand bushel capacity elevator at La Grange, Ind. Gasoline engine power. Fine grain country. Excellent retail trade in flour, seeds, coal, lime and cement. Write Guy Harris, in care of S. Bash & Co., Fort Wayne, Ind.

GRAIN, LUMBER and milling business for sale. Central Iowa; elevator capacity, 40,000 bu.; crib capacity, 25,000 bu. Big corn crop; good town, 400; good school, church, and banking facilities. For full description, price and terms, address Berts, Box 9, Grain Dealers Journal, Chicago, Ill.

NEW, UP-TO-DATE elevator, 35,000 bus. capacity, for sale. Complete with meal buhr and feed grinder. 25 h. p. gas engine. Flour Exchange doing \$6,000 business per year. Hay barn, 500 tons capacity. Handle yearly 100,000 bus. grain, 1,500 tons hay. Splendid location for lumber yard. No opposition. Address C. E. Lamotte, Saint Marie, Ill.

ELEVATOR AND MILL for sale at New Hartford, Iowa. Capacity 15,000 bu. Situated on I. C. R. R. Steam power 35 horse engine; 50 h. p. boiler; cylinder corn sheller; Scientific feed grinder; new wagon scale; No. 3 oat clipper. All other things necessary to make it a first-class outfit of its kind. Good retail business. A money maker for the right man. Terms reasonable. Address Lock Box 2, New Hartford, Iowa.

LIST NO. 18 will contain more elevator properties, lumber and coal yards, implement stocks, ever offered before. If you are in the market to buy, don't fail to write me before closing a deal. You had better arrange to come and see me, as I have photograph of the properties, and we can talk the business proposition over better than we can write. Let me know a day or so ahead of your coming, as I am out of the office to close up deals quite frequently, and would want to arrange to be in when you come. C. A. Burks, Elevator Broker, Decatur, Ill.

## LOCATIONS FOR ELEVATORS.

ARE YOU LOOKING for a location for an elevator? Address B. Thomas, President The Belt Co. of Chicago, Room 13, Dearborn Station, Chicago.

## ELEVATORS FOR RENT.

STEEL STORAGE TANK, 55,000 bu. capacity, to lease, with track, track scale and elevator privileges. Address, T. G. White, Cedar Rapids, Ia.

## 68 POUND EAR CORN TABLE

which reduces to bushels of 68 pounds each, any weight of ear corn from 100 to 6,500 pounds will be sent to anyone for 25 cents.

Subscribers to the GRAIN DEALERS JOURNAL can obtain a copy by sending 10 cents to GRAIN DEALERS COMPANY

255 La Salle St. CHICAGO, ILL.

## ELEVATORS WANTED.

WANTED AN ELEVATOR to rent. Address Box 62, Parkersburg, Ia.

WANT TO BUY an elevator. Address Box 154, Lesterville, S. D.

KANSAS OR NEBRASKA elevator wanted for cash. Address Box 574, Hutchinson, Kansas.

ELEVATORS WANTED, that are handling a good business. Address J. W., Box 9, Grain Dealers Journal, Chicago, Ill.

WANTED TO BUY or rent an elevator in corn belt of Indiana or Illinois, located on trunk line. Address M. L. & E. Co., Box 3, Morral, Ohio.

WANTED TO BUY or rent a good up-to-date grain elevator in Ohio or Indiana. Give full particulars in first letter. Address Box 94, Ohio City, O.

ELEVATOR WANTED in Kansas, Iowa or Nebraska. Doing good business. Give full description and lowest cash price. Address B. C. Ragan & Sons, McLouth, Kans.

ELEVATOR WANTED, in grain and timothy seed territory. Storage capacity 10,000 to 20,000 bushels. Coal as a side line desired. Address Sum, Box 12, Grain Dealers Journal, Chicago, Ill.

WE WANT TO BUY an elevator in a good territory in Indiana. Write us at once. Give full particulars with lowest cash price. Address Jones & Brown, Box 1, Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED, in Ohio or Eastern Indiana, in exchange for an improved farm of 134 acres in Tennessee. Write us for full particulars and description. McMorran Bros. & Co., St. Paris, Ohio.

THREE OR FOUR ELEVATORS wanted in exchange for \$12,000 equity in a 480-acre stock farm in Cherokee County, Iowa, at \$50 an acre. State your prices and business done the last year. Address T. Isebrands, George, Ia.

WILL BUY A GOOD ELEVATOR at a good grain point in Illinois. Half cash, balance bankable note. Give full particulars of what you have to offer. Address Smith, Box 1, Grain Dealers Journal, Chicago, Ill.

## LOCATIONS WANTED.

WANTED LOCATION for flour and feed store to handle my flour and feed. Must have a population from 3,000 to 5,000. In Central Indiana. Address Rey, Box 1, Grain Dealers Journal, Chicago, Ill.

## MISCELLANEOUS.

HAGERTY BROTHERS, Peoria, Ill. Elevator Supplies and Builders, Spouts, Buckets, Belting.

WE WANT a brokerage connection with firms in touch with Boston, Baltimore, Philadelphia and Cleveland markets, also a good firm doing an export business at Newport News. Address Hoosier & Co., Box 12, Grain Dealers Journal.

CHICAGO CORN AND OATS shipper wanted, also an oats shipper in Milwaukee, some one who is not already represented in this market. Want to represent reliable house only. Address Philadelphia Broker, Box 1, Grain Dealers Journal, Chicago, Ill.

## MILLS FOR SALE.

A FORTY BBL. MILL for sale or exchange. Pernt Bros., Artesian, S. D.

GOOD 40-bbl. roller mill, hay and feed warehouse in connection, for sale or exchange. Plenty of wheat. Address Purvis Milling Co., New Lexington, O.

FLOUR AND FEED MILL, Allis system, for sale or exchange. Water-power and natural gas; no competition; chance of a lifetime. Address E. B. Kreason, Hornellsville, N. Y.

BEST UP-TO-DATE 100 BBL. MILL in southern Illinois for sale. Built new six years ago; cleared over \$30,000. Best reasons for selling. Address Good Box 1, Grain Dealers Journal, Chicago, Ill.

MODERN UP TO DATE cereal plant for sale at a great sacrifice. Located at Buffalo, on railroad; electric machinery used. A plant where transportation, power, raw material and climate offer unusual attractions. Address KINGSLEY, 49 Niagara St., BUFFALO.

A 50 BARREL MILL with 10,000 bushel elevator capacity, located in Ohio, doing a large business. Price \$5,000, or will lease same for a term of years. Write for full information. 212 Chamber of Commerce, Decatur, Ill.

100 BBL. MILL in connection with 20,000-bu. elevator on K. C. S. R. R. in good country, for sale on credit, taking part in flour as payment. Or will trade for merchandise or a farm. We are open for a deal right now. Address Bert R. Farmer, Mgr., Anderson, Mo.

FLOUR MILL and elevator for sale. Located in first-class grain district; seldom have to ship in any grain. Fuel is cheap, having coal mines all around. Running full time with a capacity of 80 bbls. A big money maker; is earning a net profit of 25 per cent per annum. Reason for selling, poor health. Address H. P. Davis, Rosedale, Ind.

## Results Follow The Ad

We have sold out. Your Journal did it. McCREA & VLEREBOME, New Holland, Ohio.

## EXCELLENT OPENINGS FOR MILLS

All owners of flour mills and grain elevators located in the older-settled sections at points where conditions are not entirely satisfactory can be accommodated with locations along the



We will be glad to give particulars regarding very fine openings for mills, especially, in the best wheat growing sections of Oklahoma where large quantities of wagon wheat can be secured. Excellent inducements can be secured from local parties.

Write for a copy of handbook entitled "Opportunities".

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INDUSTRIAL COMMISSIONER  
Frisco Building ST. LOUIS, MO.



## ENGINES FOR SALE.

GASOLINE engine for sale, 10-h. p. Temple Pump Co., 15th Place, Chicago.

OLDS 25 h. p. gasoline engine in good shape for sale. Address Johnston Grain Co., Kewanee, Ill.

ONE 16 h. p. steam engine complete for sale. Excellent condition. McMorran Bros. & Co., St. Paris, Ohio.

GASOLINE ENGINES, 1, 2, 4, 8, 10, 15, 25 h. p. State power wanted. Address J. Fox & Co., Covington, Ky.

ONE DAVIS gasoline engine, 22 h. p., for sale. Good as new. Price \$300. Oregon Self Feeder Co., Oregon, Wis.

GAS AND GASOLINE engines for sale or exchange. Address Alexander & Crouch, 33 So. Canal St., Chicago, Ill.

ST. LOUIS CORLISS ENGINE, 20x42, for sale. Good as new. For particulars apply to the Aug. J. Bulte Milling Co., Kansas City, Mo.

FOR SALE CHEAP. one 125 h. p. 14x20 Atlas Heavy Duty Automatic Engine; almost new.

F. E. PFANNMUELLER & CO., 733 ROOKERY BLDG., CHICAGO.

A GOOD, DOUBLE CYLINDER, 75 h. p. gas engine for sale. Has been used but a short time. Will sell cheap. Write the Jay Grain Company, St. Marys, O.

FOR SALE—One 8-h.p. Pierce; 1 5-h.p. Webster; 1 25-h.p. Charter; 1 7-h.p. Charter; 2 6-h.p. Fairbanks Upright and one 12-h.p. Otto. C. D. Holbrook & Co., Minneapolis, Minn.

STEAM ENGINE, 12x24, for sale; fitted with new drop cut off valves; economical under load of 60 to 80 h. p. Address Walter S. McKinney, 204 Dearborn St., Chicago, Ill.

SECOND-HAND GASOLINE engines; 6 h. p. Lewis; 8 h. p. Otto; 12 h. p. Webster; 25 h. p. New Era; 50 h. p. Otto; 11 h. p. Foos. Write Colborne Mfg. Co., 35 Indiana St., Chicago.

FOR SALE—The following gas and gasoline engines: 60-h. p. Foos; 65-h. p. New Era; 15-h. p. Lambert; 3 1/2-h. p. Des Moines; 2 1/2-h. p. Fairbanks. Backus Gas Engine Co., 22 S. Canal St., Chicago, Ill.

ONE 50 h. p. Miller gas engine, double cylinder, all overhauled and in first-class condition, for sale. Also one 20 h. p. upright gas engine, all overhauled and in first-class condition. Address The Philip Smith Co., Sidney, Ohio.

SECOND-HAND GASOLINE Engines at a bargain. One 9 and one 14 h. p. Otto; one 22 h. p. Foos; one 6, one 15 and one 25 h. p. Fairbanks-Morse; one 10 and one 18 h. p. Lewis; one 30 h. p. Webster. Write A. H. McDonald, 36 W. Randolph St., Chicago.

PEKIN REVERSIBLE MARINE Gasoline Engines for sale. We reverse the engine. We use solid propeller; no gears required. If you see this engine, you will buy no other. Price reasonable. 1 1/2 to 32 h. p. Address J. F. Atherton & Co., 65 South Canal Street, Chicago, Ill.

## ENGINES AND BOILERS.

FOR SALE: 1 boiler, 16x66; dome 32x36; 54 4-in. flues, with fronts in good order. Frank G. Ely, Traders Bldg., Chicago, Ill.

ONE 25 h. p. Brownell tubular boiler, 2 1/2 in. flue, with front and grates, for sale. Only been used short time. Address Chamberlain Bros., North Lewisburg, Ohio.

ONE STEEL HORIZONTAL BOILER, 25 h. p., for sale. Also one 12 h. p. Nagle engine. Less than one-half original cost. The B-B Mfg. Co., 50 Masonic Temple, Davenport, Ia.

THREE 72x20 second-hand boilers that will stand 175 lbs. cold water pressure or 125 lbs. steam pressure; in first class condition. A bargain. Address Manufacturers' Supply Co., Minneapolis, Minn.

FOR SALE AT A BARGAIN: one 60x16 boiler, 80 h. p., in splendid condition; one 12x30 plain slide valve engine. Heater, pumps and fittings of all kinds will be sold cheap to close out quick. Address C. F. Engel, Shawano, Wis.

FOR SALE: One forty horse power, slide valve engine, cylinder 10x22, 16-in. stroke, side crank, made by Jackson Foundry & Machine Company. One boiler, sixty horse power, 16 feet long, 52 inches in diameter, full front, 5-16-inch sheet steel. Both in good condition. Address Central Granaries Co., Lincoln, Nebr.

## MISCELLANEOUS.

LIST YOUR ELEVATOR for sale or trade. Have cash buyers. Address Aaron Smick, Decatur, Ill.

WANT TO REPRESENT reliable shippers throughout Indiana and Ohio in Philadelphia. Address Shipper, Box 1, Grain Dealers Journal, Chicago, Ill.

VENTILATE YOUR EAR CORN: No matter how perfectly your corn keeps on the outside of the crib, it will keep better in the middle of the crib if you use Beale's Patent Movable Corn Crib Ventilators. Just the thing to make No. 2 corn. Reasonable terms. Address N. S. Beale, Patentee, Tama, Ia.

TO EXCHANGE—Three tracts of desirable rice land located near Houston, Tex. I will trade either or all three of these tracts on a fair basis for grain elevator property. If you want to turn your elevator into cash immediately, you will not be interested in this advertisement; if however, you are willing to make an investment in cheap land in a growing country and are willing to wait four or five years, you will be interested. Not only will this be the means of your getting your cash out of your property, but in the meantime the land will have advanced and you will have excellent returns on your investment. Address W. C. Bridge, Attica, Ind.

## MACHINES FOR SALE.

FOR SALE—One Appleton mill and crusher; 2 Triumph corn shellers. C. D. Holbrook & Co., Minneapolis, Minn.

FOR SALE—No. 2 Marseilles sheller. Good as new, only shelled 10,000 bu. Wilder & Pearson, Laddonia, Mo.

ONE NORDYKE & MARMON double roll feed mill for making cornmeal for sale. The Philip Smith Co., Sidney, O.

FOR SALE—1 No. 2 Marseilles sheller; used one year; 1 100-bushel U. S. hopper scale. Both in good condition. Address, M. J. Lee, Redmon, Ill.

PORTABLE DUMP, suitable for corn or oats, for sale cheap. Also, Marseilles combination sheller and cleaner, and small two-hole portable sheller. Address Woodbury & Files, Muncie, Ind.

TWO NO. 1 cob crushers for sale. Also Beall non-vibrating corn cleaner; 1/2 N. & M. corn meal purifier; No. 3 Excelsior bran duster and many other machines. Write for list No. 21. Address A. S. Garman & Sons, Akron, O.

ONE NO. 1 Richmond grain cleaner and separator, capacity 200 bu. per hour, for sale. Also one combined corn sheller and cleaner, capacity 100 to 150 bu. per hour. Both in good condition. Or will exchange for feed mills. Address McMorran Bros. & Co., St. Paris, O.

ONE NEW portable elevator and dump for sale. Horse power and all complete. Just the thing for dumping and loading ear corn, shelled corn, oats or wheat into cars or bins. Can dump and elevate 50 bu. in three minutes. Price, f. o. b. cars, \$75.00. Address Smith-Rauch Grain & Seed Co., Lamoni, Ia.

## MISCELLANEOUS FOR SALE.

5,000 SECOND-HAND corn bags in good condition for sale. Address Dan Joseph Company, Columbus, Ga.

SAVE MONEY ON MACHINERY, engines and boilers, pumps, feed water heaters, fans, blowers, air compressors, gasoline engines. All sizes in stock. Write A. L. Dawson & Co., 29 W. Washington St., Chicago, Ill.

## MACHINERY BARGAINS.

500-bu. Fairbanks Hopper Scale, tested and sealed, at \$75.00.

14x36 Allis Corliss Engine with or without Condenser.

Large stock of second-hand boilers from 5 to 100 h. p.

Engines, any size. Gardner Steam Pumps.

10x14 Morris Centrifugal Pump.

Also a full line of Mill Machinery and Supplies. Address Manufacturer's Supply Co., Minneapolis, Minn.

## Our Sacks Outlast 'Em All

Its Quality - Strength - Make  
that does it

## Milwaukee Bag Co.

MILWAUKEE, WIS.

## SCALES FOR SALE.

SCALES for elevators and mills; lowest prices. Chicago Scale Co., Chicago.

THE BEST heavy scales for grain dealers. Government Standard Scale Works, Terre Haute, Ind.

CHICAGO SCALE CO. wagon scale for sale. Capacity, 12,000 lbs. Platform, 8x14 ft. Timbers and all in fairly good condition. Ready to set on foundation. Price \$50. Address J. E. Bush, Joliet, Ill.

FOR SALE—30 sets of 42,000-pound Fairbanks-Morse Compound Beam Hopper Scales, as good as new. Can furnish framing timbers with these scales. Prices on application. Trans-Mississippi Grain Co., 532 Bee Bldg., Omaha, Neb.

ELEVATOR SCALES—We make a specialty of wagon, portable, platform, dormant, hopper and warehouse scales. Send for our latest catalog of elevator scales. Osgood Scale Co., 305 Central St., Binghamton, N. Y.

SCALES FOR SALE: One 6-ton Fairbanks wagon scale, 22 ft. platform. Good condition. Price, \$50.00. Also one 5-ton Howe wagon scale, 14 ft. platform. Good condition. Price \$35.00. Address Smith-Rauch Grain & Seed Co., Lamoni, Iowa.

FAIRBANKS STANDARD SCALES at 70-80 per cent discount. New. Don't pay any more; don't buy second-hand scales when you can get the genuine Fairbanks Standard, new, for less money. Address, for particulars, P. O. Box 194, Chicago, Ill.

## Secured Position.

Maurice Garrison of Atlantic, Iowa, writes: The first issue of the Grain Dealers Journal located me in a good position; and I have had several offers of good positions since from the advertisement.

## A PARTNER

HELP or a POSITION, can be obtained quickly by placing an ad. in the "Wanted" columns of the Grain Dealers Journal of Chicago. It is the grain-trade's accepted medium for "wanted" and "for sale" ads.

## SECOND-HAND

Shellers, Cleaners, Clippers, Scales, Feed Mills, Steam Engines, Rollers, Gasoline Engines, Belting, Buckets, Conveyors or any other elevator machinery can be bought or sold quickly by placing an ad. in the "Wanted" or "For Sale" columns of the

**GRAIN DEALERS JOURNAL**  
OF CHICAGO.  
COSTS 15 CENTS PER LINE.

## SITUATIONS WANTED.

SITUATION WANTED in elevator. Two years experience; can furnish reference. Address Lock Box 343, Peterson, Ia.

SALESMAN—Experienced in elevator and mill machinery desires position to travel in Indiana and Ohio. Address Lock Box 451, Celina, Ohio.

POSITION WANTED, as book-keeper with some grain firm or manager for an elevator; 10 years experience; best of reference. Address Joe Evans, Pine Bluff, Ark.

POSITION WANTED as buyer for some grain firm. Seven years experience. Can give the best of references. Address Temple Box 12, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager grain elevator in town that has graded or high school. Experienced; can give good reference. Address S. A. Gibson, Kings, Ogle County, Ill.

EXPERIENCED HELP for all kinds of work about an elevator or grain office can be obtained quickly by advertising your want in the "Help Wanted" column of the Grain Dealers Journal.

SITUATION WANTED by practical grain and milling man. Understands the operating of clipping and cleaning machinery and general elevator business. Address Practical Box 1, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED where I can earn an honest living. Have been on pay rolls of East St. Louis Weighing Dept., but am willing to work at anything. Address Remorse, Box 1, Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED by young man as manager country end of grain receiving business. Income now \$1,600, but opportunity for further advancement limited. Address Competent, Box 9, Grain Dealers Journal, Chicago, Ill.

I DESIRE POSITION in an elevator or handling grain, coal, etc. Am good all around man; experienced with engines and boilers; having eight years experience in elevator managing. Address, stating wages, C. W. Miller, Lapland, Montgomery Co., Ind.

## SITUATIONS WANTED.

SITUATION WANTED, as manager or bookkeeper of country elevator. 37 years old; married. Can operate typewriter; good penman; good reference. Address W. I. Franklin, Tuscola, Ill.

GOOD RELIABLE MAN wants position in an elevator. Understands how to handle all elevator machinery and to grade grain. Experienced; A-1 references. Prefer position in western states. Address P. K., Box 11, Grain Dealers Journal, Chicago, Ill.

## PARTNERS WANTED.

PARTNER WANTED. Mill and elevator supplies. The best specialties on the market. Exclusive Agency. No stock carried. Commission liberal. Business established. A fine opening for the right man with capital. Address S. E. W., Box 1, Grain Dealers Journal, Chicago, Ill.

PARTNER WANTED in one of the best grain propositions in Northern Illinois, good town, good elevator, and good territory, or would consider proposition on the entire property. Write us at once for full information. Address Partner Box 197, Grain Dealers Journal, Chicago, Ill.

INDIANA PARTNER WANTED. Practical grain man, having had experience in Indiana and familiar with the state, one who can move to Indianapolis or some other large city, centrally located, and can handle my elevator brokerage business in that state. Party must have \$1,000. Address C. A. Burks, Elevator Broker, Decatur, Ill.

INCORPORATED GRAIN AND mercantile company in North Dakota, doing large business and paying over 50 per cent dividends, offer a certain amount of its capital stock at par to a thoroughly up-to-date merchant who can devote all his time to the business. German community. Full particulars given to proper parties. Address Par, Box 7, Grain Dealers Journal, Chicago, Ill.

## Want an Elevator?

Then consult the "Elevators for Sale" columns in this issue of the Grain Dealers Journal.

**GRAIN DEALERS JOURNAL**

255 La Salle St., Chicago, Ill.

Gentlemen—Enclosed find One (\$1.00) Dollar, for which please send the *Grain Dealers Journal* on the 10th and 25th of each month for one year to

Name of firm.....

Capacity of Elevator..... Post Office.....

.....bus. State.....



## HERE ARE A FEW

### Of the Elevators equipped with S-A MACHINERY

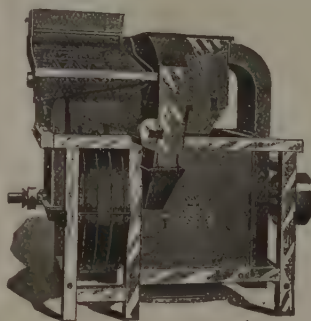
Grand Trunk Ry. Elevator,	Portland, Maine.
Goemann Grain Co.,	Mansfield, Ohio.
Nashville Warehouse & El. Co.,	Nashville, Tenn.
Hughes, Green & Co.,	Nashville, Tenn.
Southern Pacific Ry. Elevator,	Galveston, Tex.
W. H. Ferguson,	Lincoln, Neb.
Canadian Northern Ry. El.,	Port Arthur, Ontario.
Hubbard & Palmer Co.,	Kasota, Minn.
Detroit Milling Co.,	Adrian, Mich.
C. B. & Q. Ry. Elevator,	Kansas City, Mo.
Geo. M. Loy,	Grand Ridge, Ill.
Canadian Pacific Ry. El.,	Ft. William, Ontario.
Bartlett, Frazier & Carrington,	Kankakee, Ill.

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**UNITED STATES AND CANADA.**

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**STEPHENS-ADAMSON Mfg. CO.**  
AURORA, ILL.

## INVINCIBLE OAT CLIPPER



This is the way it  
earns money  
for you.

1. Less power used.
2. Capacity greatest for power and space used.
3. Life of machine longer.
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5. Better quality of work done.

*It excels all on these points.*

This machine has the greatest capacity with a minimum shrinkage. It has large, wide shoes and great clipping surface. Made of all iron and steel. Capacity 2,400 bushels per hour. Write us about it.

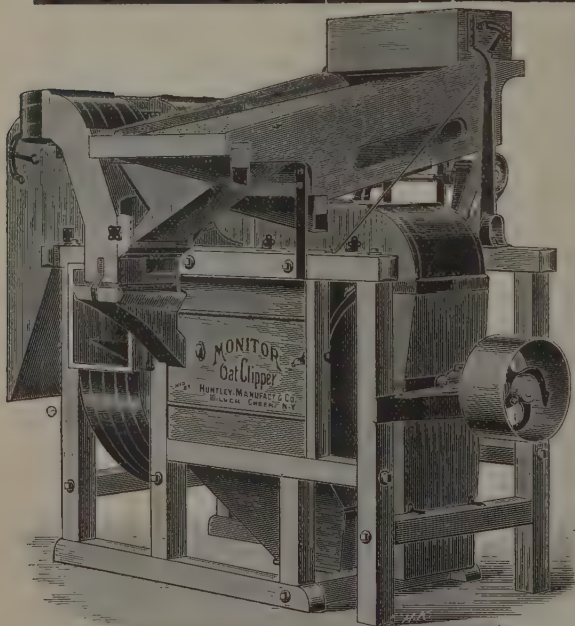
### Invincible Grain Cleaner Co.

Silver Creek, N. Y.

REPRESENTED BY

W. J. Scott, 604 Traders Bldg., Chicago, Ill.  
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## MONITOR MACHINES



## THE MONITOR OAT CLIPPER

subjects the oats to four distinct cleaning operations which leaves them in the finest condition for the market.

It accomplishes the swiftest and most complete work without waste, and at a minimum of time, labor and wear.

Monitor Grain Cleaning Machines include the best in Elevator and Warehouse Separators, Oat Clippers, Seed, Flax and Barley Cleaners, etc. These machines are fully guaranteed and are sold subject to a thirty days free trial. Write for our catalogue.

### HUNTLEY MFG. CO.

Silver Creek, N. Y.

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## GRAIN DEALERS JOURNAL

Published on the  
10th and 25th of Each Month

BY THE

**GRAIN DEALERS COMPANY**

255 La Salle Street,  
Chicago, Ill.

**CHARLES S. CLARK, Manager.**

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The character and number of advertise-  
ments in its columns tell of its worth.

### Letters

on subjects of interest to those engaged in  
the grain trade, and trade news items are  
always welcome.

Entered at Chicago, Ill., Post Office as  
Second Class Matter.

CHICAGO, ILL., JANUARY 10, 1905.

SLACK coal sometimes burns better in the bin than in the furnace. Watch it closely if near the elevator.

USERS of wood-split pulleys in elevator heads or boots will find another warning in "Letters from Dealers" this number.

PROMPT unloading of grain laden cars after their arrival in central markets would deprive sneak thieves of many golden opportunities.

ALTHO much of the winter wheat is well covered with snow the crop is not killed, principally because the crop experts are busy with other matters.

KNOX county, Indiana, claims to have much corn with ears so large it takes but 50 ears to make a bushel. Is this the result of intelligent farming or just cobs?

NORTHWESTERN primary markets are well supplied with a bountiful store of wheat, notwithstanding the spring wheat crop was killed by the rust and the crop experts.

IOWA corn shippers who feared the results if their corn was long delayed in transit have profited by taking advantage of the fast freights, used red bills of lading and marked it "PERISHABLE. NEW CORN. RUSH!" Some lines have brought the corn to Chicago in less than twenty-four hours, and quick sales, as well as quick returns, have followed.

SOME railroads are refusing to deliver freight until receipt and cancellation of bill of lading, hence it behooves shippers to forward promptly bill of lading on every shipment.

CONGRESSMAN Jas. R. Mann seems to think he was sent to Congress to guard the interests of the railroads of the country. His constituents may take a different view of it before next primary day.

SOME tenants have mysteriously disappeared recently, much to the sorrow of grain buyers, whom they left to pay a second time for grain. Not very pleasant, is it? No, and, what is more, it is not always necessary.

OFFICIAL certificates of weight issued by a Chamber of Commerce that appoints the paid employee of one of the large buyers in its market as an official weigher are rightly viewed with suspicion by shippers to that market.

THE wasted opportunities of 1904 must be forgotten. Now is the time to be alert to cultivate the acquaintance and friendship of your local competitors at every opportunity. You will find it a pleasant and profitable investment. Try it.

THOSE who care to weep can exert themselves over the fifteen men beheaded in Chicago last week if they choose, but they are likely to have a better opportunity when Chicago's chief grain inspector gets down to work.

DIFFERENTIAL rates on grain to Atlantic seaports will be taken up again by the Interstate Commerce Commission in Washington, Jan. 25. This is only another case in which carriers are determined to ignore the rights of some sections in order to build up others.

EXECUTING option orders for the manager of a farmers' elevator company without investigating his authority to sell futures or requiring margins in advance is likely to prove costly to the commission firm, as the recent experience of a Duluth grain receiver has amply demonstrated.

WEEVIL give more life to grain, but do not help its grading in any well-regulated market. You can easily exterminate them by the careful use of bisulfide of carbon, but if you attempt to mix fire or sparks with the carbon fumes your elevator is also very likely to be exterminated.

PRIVATE car seals in the hands of careful shippers wud reduce the number of cars arriving in central markets unsealed and serve as a means to detect pilfering in transit. The country station agent generally has such a multitude of duties to perform that the wonder is he seals as many cars as he does. Naturally, he is pleased to be relieved of the long and frequent walks made necessary by his sealing duties.

FOOD standards now being prepared by the United States Dept. of Agri. to define purity in grains and grain products will be another step forward in the direction of more accurate definition of grain grades than are found in the present rules-of-thumb.

THE many friends of E. A. Grubbs, who has served the National, the Ohio and the Western Ohio Associations in various capacities, will greatly regret to learn that he has lost his wife. She, too, had attended meetings of grain dealers and won many friends, but during recent years she had been confined to her home. A long and patient sufferer from consumption, she bravely kept up a cheerful mien and died mourned by a host of friends.

OWNERS of elevator property who frequently inspect their houses with the earnest intent of actually reducing the fire hazard, will be rewarded indirectly, if not directly, by their company, if so fortunate as to have property insured in a mutual. The more frequently the elevator is inspected by the owner and operator the better will they be schooled in detecting hazardous points and the sooner will they be able to reduce the loss ratio of their companies to a point where it will effect a material reduction in the cost of their insurance.

SEED and Soil Special is the name of the latest special train being run by the C., B. & Q. R. R. in an effort to encourage and help grain growers along its line to improved methods of grain culture. Professors of Wisconsin and Illinois universities will accompany the train, which leaves Chicago next Friday, and deliver lectures to farmers who assemble in the cars at each stop. The education of the farmer to a full realization of how to make the most of his opportunities on the farm has but just commenced. Grain dealers can well afford to enter enthusiastically into the work and thereby help to increase the yield and improve the quality of the grain grown in their districts.

SHRINKAGE of grain shipped in bulk cannot be entirely prevented altho the amount can be reduced to a minimum thru care in handling and cooping cars. There will be a natural shrinkage due to dust thrown out of the grain in handling, even tho every kernel were loaded in the scale hopper at destination. However this fact shud not discourage shippers in exercising every care possible to prevent shrinkage from other causes, as leakage and stealing. Remarkable as it may seem, after all the agitation relating to the proper cooping and sealing of cars reports from central markets show that the number of shippers who are just as careless as ever in this regard is large. They alone foot the bill for their carelessness.



THE National Board of Trade will meet in Washington one week from today, and again resolve on all the various important subjects now being discussed by the commercial and political world and then adjourn. If all the force and energy expended at these meetings could be directed in the right way it might have sufficient influence to effect at least one reform. So far as known the Board has never been charged with really effecting one whole reform.

TRACK SCALES are not looked upon with favor by any of the weighing departments having the supervision of the weighing of grain in the central markets. The knife edges get dull often and frequently, hence the weights obtained are never so reliable as with hopper scales, and the expense of maintaining even in guessing condition generally proves much greater. Track scales would result in more shortages for country shippers than hopper scales.

BANKERS who were victimized by the St. Joseph forger seem more eager to recover the \$500,000 advanced on the spurious bills of lading than to punish the forger, whose trial has again been postponed. Sharpers of the Harroun-Chadwick stripe have learned to rely on the cupidity of the banker who will permit them to continue known fraudulent schemes hoping that Peter will be robbed to pay Paul. By their mistaken leniency to big swindlers the bankers invite others to try the same game.

EASTERN roads played that same old trick on shippers early this month that has been played so many times before. Shippers who possessed thru billing on eastern roads which expired Jan. 5th suffered because they could not secure cars. Of course they were exasperated and irritated but that did not help matters any. The cars were not forthcoming. But as soon as their billing had expired the car situation changed and cars were easily obtainable. How very fair! Taking undue advantage of shippers by carriers, is not likely to inspire them with a very high regard for the true rights of the carriers.

NEARLY a dozen of the Chicago promoters of wild-cat fire insurance companies have recently been fined heavily or imprisoned, and yet others go unpunished, and suckers (too busy to read their trade journal) are caught every day. E. A. Shanklin, Dr. S. W. Jacobs, Chas. A. Van Anden and Chas. J. Russell have been forced to quit their swindling business, but others are likely to rush in and run the "Chicago Loan & Trust Co." or the "Merchants' Bank" to certify to the character and reliability of other fake fire insurance companies. A safe way to escape the sharpers is to place your insurance with mutuals making a specialty of risks of your class.

THE Uniform Bill of Lading has been dealt another solar plexus blow by the report of the special committee of the Indiana Bankers' Association. If you want to know what level-headed bankers (supported by their attorneys) think of the proposed effort of the carriers to extort 20 per cent more freight charges, read the report of this special committee, which is published in full elsewhere in this number.

#### USE A SANE BILL OF LADING.

In "Letters from Dealers" this number is reproduced a bill of lading used by an Ohio shipper, as recited in his letter, without opposition or objection by the railroad company. The bill is none other than that designed by John B. Daish for the National Hay Assn. and is without any provisions or restrictions printed all over the back to which a reasonable shipper could object. In fact it has no printing on the back and the only provision on the front which is other than a receipt for property to be transported is that the original order bill of lading properly endorsed shall be surrendered to the carrier at destination before delivery of the property.

If one shipper is able to use same all should, and every shipper, in the interest of his own business, should insist upon some simple receipt of this character. It is all that any carrier can fairly ask or require and is so different from the 120 per cent bill which requires a man to release all right, title and interest to life, family and property as to commend itself to the immediate support of every one interested in the grain shipping business.

#### RECEIVE A LOADING FEE.

Manitoba's Grain Act requires grain carriers to give one car each to every would-be grain shipper who applies for same and in the order applications are received. Hence elevator men were greatly handicapped in that they could not secure rolling stock when needed and in many cases they were fairly forced out of business. To overcome this unfair discrimination, the elevator men refused to buy grain except that it be loaded in cars, and finally hit upon a very good plan for satisfying the desire of grain growers to ship their own grain. The elevator men now charge 13¢ per bu., fee for receiving, storing 15 days and loading into cars any grain. Should one desire to store longer than 15 days, 3¢ is charged for each succeeding 30 days or part thereof.

These fees enable the elevator man to keep his house open during the shipping season and after the close of navigation he is able to buy more from the growers and to obtain cars more readily without competition. By this plan any effort on the part of agitators or promoters to induce growers to invest their money in elevators is checked as they have no need of elevators.

#### WHY GAS ENGINE STOPPED.

In the last number of the Grain Dealers Journal we published several experiences of men with balky engines, that seems to have interested many men in the trade who have in times past been confronted with similar problems and one of them favors us with a trying experience of his own which is published in "Letters from Dealers" this number. This trouble was due directly to the choking of openings in water jacket about cylinder which confined the circulation of the water to the head of the cylinder and thus caused an overheating of the cylinder and premature explosions.

No doubt many other readers have had trying experiences with gasoline engines or steam engines. We feel certain that all readers would appreciate the recital of their actual experiences along this line and be earnestly thankful for the opportunity to profit by their experiences. Let us hear from you.

#### ADVANCE IN GRAIN INSPECTION METHODS.

In several numbers of the Grain Dealers Journal during recent years we have published practical suggestions from Carl S. Scofield of the U. S. Dept. of Agriculture on the grading of grain by the percentage system. Other champions of the proposed reform have also given voice to their opinions, but all without apparent effect. The friends of more accurate methods in the grading of grain had commenced to lose hope.

However, it seems that all the agitation has not been in vain, for at least in one market of the country an advancement has been made in grain inspection methods which is worth more than passing note. As is recited in "Letters from Dealers" this number, by Minnesota's Chief Grain Inspector, he has been sampling cars of coarse grain and forwarding them to the head office, where a competent inspector of each kind of grain was kept busy giving grades to samples of one kind of grain. The results, as the Chief Inspector says, show the work to be much more satisfactory to the trade. He is so impressed with the success of the plan that he hopes some day to have all wheat arriving in the Minneapolis market inspected in the same way.

It is reasonable to suppose that a man giving his entire time to the grading of one kind of grain can classify it with greater uniformity and less variation than where he is called upon to give his attention to different kinds of grain.

It is the first step forward in the reform which was first championed by Ex-faxed Inspector Stevens of Chicago. When all the actual inspectors are assembled in one office and permitted to work under the most favorable conditions it will be an easy matter to reduce their

work to a more exact science by schooling them in the percentage of moisture and foreign matter contained in different samples of grain thru the use of mechanical devices.

## MORE CARE NEEDED IN LOADING.

The Annual Report of Chief Weighmaster Goodwin of the Kansas City Board of Trade is replete with facts pointing to reckless carelessness on the part of country shippers in preparing their grain for market. During the past year the supply of cars has been good, yet the condition of cars upon arrival at Kansas City proves beyond doubt that many cars are accepted for transportation of grain which were not in condition to receive it.

During the twelve months ending Dec. 1st, 04, 8,274 cars arrived with seals broken, 17,075 were leaking at the drawbar, siding or end. And, in addition to this large number, 3,721 of the cars which came under the supervision of the Weighing Dep't were leaking at the door. Such willful waste of grain and profits is as ridiculous as it is needless. It is not incumbent upon shippers to accept worn-out cars, or to attempt to load cars without being supplied with sufficient good material to cooper cars properly.

Out of a total of 66,886 cars inspected in Kansas City 56,969 or 85 per cent were weighed under the supervision of the Board of Trade Weighing Dept., and 35,792 were loaded out, making the total number of cars weighed by the Dept., 92,761 or 18,420 more than during the preceding year. Complaints of shortages in receipts at Kansas City numbered 637 and the records show that 178 of these were leaking at various places upon arrival and 144 of them arrived with the seals broken. The condition of the cars was much worse than during the preceding year, as evidenced by the larger number of leaks and bulged doors.

It seems that inferior material is being used in the construction of car doors and few have been reinforced at the center as needed. Cars with bulged siding and ends and defective flooring, broken door posts, etc., were more numerous than ever. It seems that the rail carriers' desire to buy cheap cars is the only point considered by the purchasing agent. He seems to have no interest whatever in the life of the cars or the safe transportation of grain. The more definite information shippers can give freight traffic managers regarding defective cars offered for grain shipment the sooner will proper cars be provided.

The anomaly in the distribution of this year's short wheat crop is the flow from the surplus of Oregon to the vacuum in the Ohio valley.

Broom corn to the value of \$167,357 was exported during the ten months prior to Nov. 1, 1904; compared with \$186,216 worth during the corresponding months of the preceding season.

## Observations.

BY TRAVELER.

There has been so little damp grain, this year, that occasionally a shipper is found who appears to have forgotten the experiences which he had with it last season, especially that it shrinks in transit, and some are putting in claims for "leakage" that have little chance of being allowed by the R. R. Co's. In fact, the only mission which these perform is to make the claim officials believe that the shippers are trying to trick them. Such, however, is not the case. The latter have merely jumped at conclusions.

\* \* \* \* \*

In preparing samples of grain to be sent by mail it is well to make sure that they are tightly fastened at both sides of the turning end. More than a few samples arrive at their destinations with a small leak in good working order, and often so much of the grain is spilled out as to render it difficult to judge of the quality. Occasionally, also, the grain bulging through one loose corner will cause the other to burst out, thus spilling the entire contents of the envelope.

\* \* \* \* \*

The attention of the writer has been directed, of late, to a practice said to prevail in one, if not more, of the Western markets, viz., that of allowing signed inspection and weighing certificate blanks to lie about loose in the offices of the various eltrs., mills, etc., where they may be picked up by anybody who happens along and are, in fact, quite freely given out to visitors who make a tour of inspection through the plants. To merely mention such a custom is to condemn it, and it behooves the committees on inspection and weighing of the different exchanges to find out if it is being done within their jurisdiction.

\* \* \* \* \*

When, after receiving account sales, you find that there appears to have been loss of grain in transit, or there is any other cause for filing a claim on the railroad company, and you ask your commission house to put one in for you, do not forget to return the freight bill and terminal certificate of weight, also an affidavit of the quantity loaded, when the claim is to be for loss. Receivers state that they find themselves obliged to write time after time to the same shippers for one or another of these papers, and it places a burden of correspondence upon them that is a good deal of an imposition. It also delays the filing of claims, and every day lost in this way renders it the more difficult to establish proof, particularly towards the end of the month, when the railroad records are reduced to summaries and the less important papers destroyed or put away where they are difficult of access.

\* \* \* \* \*

"I have entered the grain business here and would be pleased to receive your bids—can refer you to Mr. Seamans, one of the Board of Mgrs. of the Grain Dealers' Assn.," wrote a scooper in one of the Western states; only, the commission firm who received his letter did not know that he was a scooper and cheerfully complied with his request. Neither did they take the pains to make any inquiry about him from Mr. Seamans. He wrote with a typewriter on a well-printed letter-head that bore the legend, "Dealer in grain, hay, potatoes, lime and cement." The

supposition naturally was that he had bot an eltr. and entered regularly into the trade. Thus did the wily scooper (may his tribe decrease!) play one more trick on the simple-hearted, credulous receiver, who handed his shipments and rejoiced at their frequency; and neither of the two established dealers at that station have made a complaint to this day. Verily, the way of the scoop-man is sometimes laid in pleasant places and as smooth as the glistening surface of his handy shovel.

## Toledo Seed Letter.

John Keller, with C. A. King & Co., says:—"The clover seed market seems dead at the present time. This condition is caused by the little or no demand from eastern buyers as yet. Prospective purchasers are waiting for lower prices which seems to be out of the question. What seed there is in the country now is in the hands of a few in the big centers. The farmers have sold the crop in view of having been able to get good prices."

Ernst W. V. Kuehn believes the market is still going higher than the \$8 mark unless a break is caused by a return of seed already disposed of. "A little history may not be here amiss," says Mr. Kuehn. "In 1893-4 the extreme point reached was \$9.50 about the middle of the season. Seed that had been sold to Hamburg came back and caused a break to \$7.50 by April 1. It might happen this year, but I don't believe it will as the crop is short everywhere. Indications now are that the foreigners must have more seed."

Toledo has the distinction of being the only clover seed market in the world in which seed is traded in for future delivery. Now that it has been fully ascertained that the crops elsewhere are short and that the stocks are about exhausted, quotations on seed from Toledo are being scanned with as much interest as grain quotations from Chicago. Foreign buyers have their agents here and are watching the market very closely. Good business is looked for during the months of February and March at prices which will be some higher than the present ones. The market is hugging the \$8 mark pretty closely, and the tone of the trade is strong which is due to the fact that foreigners have their eyes on Toledo but have not as yet purchased. The strength in prices comes from the crop everywhere being short and the stocks in the dealers' hands being small. The bulk of the receipts have thus far come from Illinois, however Indiana, Ohio and Michigan have shipped some.—H. D.

A remarkable feature of the distribution of the present crop was the arrival of the steamer Princess at New York Jan. 4 with 40,000 bus. of wheat from Oregon consigned to McLaren & Muir for millers in that city. Originally the cargo had been consigned to a foreign country and has almost rounded the globe from the Pacific Coast westward.

The crop of a tenant who is indebted to his landlord for rent, supplies, or advances is considered in possession of the landlord so long as it remains on the rented premises. On the trial of the right to property attached as that of a tenant and claimed by the landlord the priority of liens will not be determined; hence the landlord's lien cannot be foreclosed.—Groesbeck v. Evans. Court of Civil Appeals of Texas. 83 S. W. 430.



## Letters From Dealers

### WILL TEST SCALES FREE.

*Grain Dealers Journal:* I wish you would kindly notify the trade through your journal that the Weighing Department for the Kansas City Board of Trade has an expert scale man and all equipment to test and repair scales, and if any shippers to the Kansas City market desire and will pay the actual traveling expenses we will be pleased to test and put scales in proper weighing condition for them. Yours truly, J. G. Goodwin, Chief Weighmaster, Kansas City, Mo.

### COMMENTS "IMPURITIES IN CLOVER SEED."

*Grain Dealers Journal:* On page 630 of the Journal for Dec. 10 I observed an article on "Impurities in Clover Seed" which ought to be cut out, pasted on cardboard backing and shown to the farmers who call at his place by every dealer who handles seed, for shipment. The aggregate yearly losses to producers through weed mixtures in merchantable seed of all kinds must be enormous, and few buyers can handle impure seed profitably without incurring the ill-will of those who bring it to their warehouses.

Any country dealer who can bring about the planting of good seed by farmers in his vicinity will profit doubly—he will be able to buy on better and surer margins and will also have the benefit of the orders that come to him for the best seed obtainable for sowing. In addition to this, he can put in machines at little expense for cleaning reasonably pure seed, whereas to get anything out of heavier mixtures he would have to make a large investment and handle large quantities. This is a matter worthy of the most serious consideration.—Fred Mason.

### HAVE ENJOYED A GOOD YEAR.

*Grain Dealers Journal:* Allow me to compliment you on this Christmas number, it's a beauty in every way. I note on page 698 you say our insurance assn. had only one loss—\$15,000. The one loss is correct, but the amount was \$1,500. We will probably wind up the year Dec. 31st without another loss, if so we will close our books with a net cost to policy holders of 35 per cent of stock company cost, with over \$2,000 in the treasury, against which there is no lien or claim.

This \$700,000 insurance, had it been written in stock companies, would have produced to the companies \$22,000. We have carried it for less than \$4,700, including all losses and expenses, showing a saving to policy holders of over \$17,000.

An agent's commission, had the business been written in stock companies, would have been nearly \$4,000, or very nearly the total amount we pay out for both losses and expenses, which includes our extra expense for inspections, without which our losses might have been far greater than they show. We are always glad to pay losses, but we feel better satisfied if we can by frequent inspections prevent losses—\$1,000 invested in careful management and inspections is more business-like than \$5,000 invested in a pile of ashes. However, our record for 1904

so far is phenomenal and may never again be repeated in our history. Very respy. yours., J. W. McCord, Secy., Columbus, O.

### POOR CIRCULATION STOPPED ENGINE.

*Grain Dealers Journal:* Enclosed we hand you check. Kindly mail one copy of your Dec. 25th issue to each of the managers of our elevators at the several points. We are sending these copies to them in order that they may secure the information contained in the Hints on the Care of Gasoline Engines by John A. Charter, M. E., and the Experiences of a Gasoline Expert by Mr. F. E. Troy.

We have had considerable experience with gasoline engines and we find that while they are a very simple machine when once understood they are frequently a source of considerable worry to the ordinary elevator manager.

We would like to add that in addition to the causes given in the articles mentioned we have found that a poor water circulation will cause the cylinder to overheat, in which case there will be premature explosions from the overheated cylinder before the piston arrived on center, causing the engine to shut down. We recently had an experience of this kind, when upon examination we found that the opening between the water cavity in the head and the water cavity around the cylinder proper was closed and the water was circulating through the head only. Yours very truly, Suffern, Hunt & Co., Decatur, Ill.

### WOOD AND WOOD SPLIT PULLEYS.

*Grain Dealers Journal:* More fires are caused by wood and wood split pulleys in elevator heads and boots of grain elevators than is generally supposed by both builders of this class of pulleys as well as grain elevator owners themselves.

One man's experience is not the experience of all, and no one is more capable of knowing the experience of the many in this particular than the insurance company that makes a specialty of insuring grain elevators and mills, of which there are quite a number, and any one of them can testify that the fire hazard of a grain elevator or mill is increased by the use of this class of pulleys in elevator heads and boots, and are at a loss to understand why the owners of elevators, knowing as they must the danger of fire from friction by the use of these pulleys, from so many possible causes, will allow elevator builders to equip their elevators with this class of pulleys; particularly so when building a new elevator or mill.

There is some excuse for the owner who hurriedly has to replace a broken pulley, or wants to increase or decrease the size of a pulley on the shaft when in place, to replace it with a split pulley; but why he should choose a wooden split pulley, knowing the danger, (which he must if he gives it any thought) in preference to an iron split pulley, with iron hub, which can be as readily put in place as a wooden split pulley, when the difference in cost is so trifling, is beyond comprehension.

We know some elevator builders, as well as owners claim the belt is less apt to slip on a wood rim pulley than on an iron one; but the difference, if any, in this respect, does not, in our judgment, offset in any degree the increased hazard by the use of wood or wood split pulleys in elevator heads or boots.

This class of pulley (the wooden split) is better adapted to open shafting when placed where there is no danger of rubbing against other wood surfaces; but to install them in elevator heads and boots is positively dangerous, as the record of losses paid by Insurance Companies from this cause can testify; and we are in hopes the Grain Dealers Journal will use every effort to induce elevator owners and builders to stop using them for this purpose, and reduce the fire losses from this cause. —Edward Dinsley, Gen'l Agt., Millers National Ins. Co., Chicago.

### AN ADVANCE IN GRAIN INSPECTION METHODS.

*Grain Dealers Journal:* Since the first of January, 1904, I have inaugurated a new method of inspecting coarse grains in Minneapolis, and will adopt the same in Duluth as soon as practicable.

Prior to that date, all grains, with the exception of flaxseed, were inspected in the different railway yards, of which there are ten. In some of these yards one inspector gave a grade to every kind of grain found in his territory.

While the judgment of the different inspectors is practically uniform in the inspection of wheat, there has always been a noticeable variance in judgment of coarse grains, especially barley and oats. These differences were largely due to the slight attention paid in the past to the grades on barley and oats by the trade, dealers to a great extent not caring whether these grains received inspection or not, as their buying and selling was almost wholly by sample, especially on the inspection into store. Since the Boards of Trade at Minneapolis and Duluth have adopted a contract grade of oats, sales are freely made on grades.

In order to obviate this disparity of judgment and make the grading of coarse grains as uniform as possible, the method of inspecting all coarse grain by sample in the office was adopted. The samples are gathered by competent men in the usual way, and hauled by teams to the inspection rooms. Under this arrangement one man grades all the flax, another the oats, and another the rye, corn and barley.

Aside from the uniformity of inspection which this method insures, there is a great advantage in doing this work where there is good light and the inspectors are protected from inclement weather, and are able to give the grain closer attention.

That this method of inspecting grain is by far the most satisfactory, is clearly demonstrated. It insures more uniformity of inspection, less reinspection and less appeals, as shown by the following figures:

From January 1, 1904, to August 31, inclusive, there has been inspected in the office at Minneapolis, 25,733 cars of coarse grain. Of this number there were only 607 reinspections, 273 of which were changed on reinspection; 107 were appealed and 30 changed on appeal.

It is my wish and hope at some future time to have wheat also graded by sample in the office, where it can be more carefully inspected than is possible under our present track inspection. There are many serious obstacles to such a consumation, but it is only a question of time when they will be overcome. With the successful establishment of that custom, the work of the department will be as nearly perfect as it will be possible to make it. Yours truly, F. W. Eva, Chief Inspector, St. Paul, Minn.

## USED FIRST NAT'L HAY ASSN. BILL OF LADING.

*Grain Dealers Journal:* We enclose herewith copy of one of the bills of lading issued by the National Hay Assn. which we used on a shipment here a day or two ago. This is the first one that has been used in this section of the country, and possibly among the first used any-

where, so that we would send you a copy of it. No objection was made to the bill either by the billing clerk who signs for the route or the cashier who signs for the prepayment of freight. It seems to us that if this bill of lading can be used, it will accomplish what the Shippers' Associations are demanding. Yours truly, Seeds Grain Co., Columbus, O.

## AN EXCELLENT SUGGESTION FOR MEETINGS.

*Grain Dealers Journal:*—In arranging the program for a grain dealers' meeting care ought to be taken to have the various numbers as short and condensed as possible—not covering, or attempting to cover, all of the points in any subject except one of a purely technical nature, but

N. H. A.—500 M—12-04.

*C. A. 2nd*

Railroad Company.

### ORDER BILL OF LADING.

Shippers No. ....

Agents No. ....

RECEIVED by the above named carrier at

from

in apparent good order (or as noted), the property described below (contents and value of packages unknown), marked and consigned as per margin, and subject to carriers' liability under the common law and statutes in force in the various states, territories, provinces or foreign countries through which the goods may pass.

THE SURRENDER OF THIS ORIGINAL ORDER BILL OF LADING, PROPERLY ENDORSED, WILL BE REQUIRED BEFORE THE DELIVERY OF THE PROPERTY AT DESTINATION.

It is mutually agreed that the Rate of Freight from *Salina Ohio* to *Railway N.Y.* is to be in Cents per 100 Lbs. and charges advanced by this Company.

If Special

Agent.

If Times 1st	If 1st Class	If 2d Class	If 3d Class	If 4th Class	If 5th Class	If 6th Class	per	Per
					23			

(The signature of the Agent here acknowledges only the rate given.)

Mail Address—Not for purposes of Delivery.

Consigned to order of

Destination

State of

County of

Notify

At

State of

County of

Route

Car Initial

Car No. 7969

### ORDER BILL OF LADING

NO. PACKAGES	DESCRIPTION OF ARTICLES AND SPECIAL MARKS	WEIGHT (Subject to Correction)	CLASS OR RATE	CHECK COLUMN	Prepaid \$ 47 61
	<i>Our Car Hay</i>	<i>20700</i>			to apply in prepayment of the charges on the property described hereon
					<i>B. Tambolin</i> Agent-Cashier.
					Per <i>Cheyney</i> (The signature here acknowledges only the amount prepaid.)
					Charges Advanced: \$
					(Agent's Stamp)

### ORDER BILL OF LADING—ORIGINAL.

Per

Shipper.

Per

Agent.

(The signature of Agent here acknowledges only the receipt of the property.)



rather touching upon them in a general way and leaving the rest to be brought out in a general discussion by those present. Many a meeting that promised good results has had all the enthusiasm taken out of it by long and labored presentations of fact or argument, which, although excellent to read at leisure, failed to awaken much interest in the hearers after the fifthly or sixthly had been reached.

Americans are fond of discussion or debate, and when something said in a meeting does not meet with the favor of another who is present, or possibly suggests another point to his mind, he wants to be able to rise to his feet, secure the attention of the chairman and say his little say while the impulse is on him. He does not like to sit passive until the end of a windy speech or a learned explanation, by which time he has forgotten what he had to say.

Of course, the officers or committees who arrange programs cannot gauge accurately the amount of time that will be

consumed by each speaker, but they can request them to be brief; and those who take such assignments should be at pains to make them attractive to their hearers in this regard.—A. R. Smith.

## Cobs

May wheat at 20 cents premium over July seems to be cornered.

Philippine imports of beans and peas for the twelve months prior to July 1, 1904, amounted to 54,308 bus.; against 104,770 bus. for the preceding 12 months.

Decrease in wheat stocks generally comes in January. Half of the crop year is then over and the prospect for the next one grows in importance.—C. A. King & Co.

Philippine imports of rice for the twelve months prior to July 1, 1904, were 727,139,614 lbs.; compared with 677,238,885 lbs. for the preceding fiscal year.

Hay amounting to 66,173 tons was imported during the ten months prior to Nov. 1; compared with 249,157 tons during the corresponding months of the preceding year.

Germany devotes only a small area to spring wheat and rye. In 1904 the area of spring wheat was 347,000 acres and of spring rye 283,000 acres; compared with 3,872,000 acres winter wheat and 13,135,000 acres winter rye.

S. R. Washer, one of the oldest grain dealers at Atchison, Kan., has bot corn at that market at 12½ cents a bushel. The lowest priced corn Mr. Washer ever bot was at Pauline, Neb.,—9¾ cents a bushel delivered on cars.

The Ritzville Flouring Mill Co., of Ritzville, Wash., has orders from Kansas City, Minneapolis, Chicago, St. Louis, Milwaukee and Nashville, two orders for 5,000 barrels of flour each having been received from the last named place.

## Crops of 1904 as Reported by the U. S. Department of Agriculture.

States and Territories.	Corn. Bushels.	Winter wheat. Bushels.	Spring wheat. Bushels.	Oats. Bushels.	Rye. Bushels.	Barley. Bushels.	Flaxseed. Bushels.	Buckwheat. Bushels.	Rice (r'gh). Bushels.	Hay. Tons.
Maine.....	510,979		179,992	4,170,826		271,933		771,062		1,419,937
New Hampshire.....	753,398			404,177		32,810		48,995		638,304
Vermont.....	2,133,429		40,811	3,036,889	32,194	437,019		242,700		1,088,271
Massachusetts.....	1,596,780			225,658	68,306			40,613		716,955
Rhode Island.....	337,999			40,742						75,081
Connecticut.....	2,120,244			337,580	176,842			59,267		513,836
New York.....	17,079,290	5,362,064		42,480,143	2,177,761	2,614,554		6,424,881		6,480,800
New Jersey.....	10,449,962	1,392,151		2,052,148	1,224,422			270,504		590,150
Pennsylvania.....	48,535,748	21,857,961		39,761,818	5,367,108	204,620		4,599,025		4,499,425
Delaware.....	5,688,326	1,676,801		122,416	12,614			17,845		122,575
Maryland.....	21,213,876	10,327,514		1,058,983	303,770	31,632		150,878		409,447
Virginia.....	42,899,913	7,257,065		3,878,412	374,304	61,602		330,038		637,760
N. Carolina.....	40,705,478	4,912,561		3,252,809	195,010			84,069	58,320	220,499
S. Carolina.....	22,169,837	2,267,401		3,271,846	31,695				832,500	92,880
Georgia.....	47,334,713	2,564,056		3,486,969	113,212				234,000	136,574
Florida.....	6,640,334			420,050					103,768	16,999
Alabama.....	41,877,165	1,060,138		2,947,026	16,193				68,069	96,396
Mississippi.....	39,709,664	25,599		1,949,645					39,681	77,876
Louisiana.....	27,258,143			579,490					11,445,000	41,265
Texas.....	136,702,699	12,483,562		28,688,320	44,212	161,448			8,314,100	721,983
Arkansas.....	48,332,614	2,198,507		4,795,965	25,885					125,183
Tennessee.....	80,891,025	9,298,417		3,286,937	161,316	27,170		8,959		580,907
West Virginia.....	19,176,413	3,158,826		2,259,998				403,602		783,916
Kentucky.....	86,815,580	7,349,329		5,485,272	167,524	17,825				698,829
Ohio.....	99,628,555	17,563,478		49,733,541	121,843	786,472		155,142		3,880,238
Michigan.....	36,990,468	6,873,005		32,175,065	1,752,590	868,082		540,824		2,658,604
Indiana.....	143,396,852	12,525,993		42,358,732	478,588	296,059		85,040		2,899,082
Illinois.....	344,183,690	21,542,421		117,341,952	1,283,568	640,129		81,875		3,736,049
Wisconsin.....	45,119,913	2,045,111		5,438,452	86,734,515	4,905,263	14,941,290	310,392		2,959,693
Minnesota.....	41,809,083		68,244,256	85,178,503	1,648,967	32,123,041	5,803,445	72,133		1,508,817
Iowa.....	308,039,266	87,726	10,293,494	122,323,200	1,069,623	13,552,945	682,888	118,622		5,074,362
Missouri.....	151,522,643	27,163,141		16,265,549	282,846	39,159	146,052	27,189		4,398,632
Kansas.....	134,609,669	61,872,338		16,955,087	928,382	3,238,488	570,330	22,816		2,998,061
Nebraska.....	260,942,335	27,077,674		4,376,269	57,908,489	2,157,237	1,878,407	86,289	13,744	1,018,725
South Dakota.....	43,855,062		31,556,784	27,825,252	568,410	9,787,624	2,072,560			289,958
North Dakota.....	1,914,530		53,892,193	31,010,360	414,474	17,518,074	13,078,195	16,970		245,564
Montana.....	86,624		2,596,731	6,303,704	37,233	523,310	74,672			670,042
Wyoming.....	72,085		520,985	1,261,967	7,722	36,872				400,657
Colorado.....	2,415,658		5,917,649	4,834,330	53,213	715,844				1,243,098
New Mexico.....	778,179		140,678	194,569		16,378				185,494
Arizona.....	144,966		356,082	30,070		500,405				164,367
Utah.....	380,738		4,793,825	1,690,722	59,216	317,775				1,256,063
Nevada.....			662,415	231,879		252,126				488,488
Idaho.....	156,638	3,454,694	3,378,033	3,646,175	25,472	1,707,310	253,900			1,151,152
Washington.....	242,480	14,662,773	17,487,830	7,407,193	53,637	5,824,198				710,037
Oregon.....	495,706	8,609,134	5,441,059	6,510,550	160,344	1,783,111	26,772			772,579
California.....	1,556,269	17,474,864		5,697,564	512,255	28,091,999	12,775			1,184,071
Oklahoma.....	48,611,679	15,040,666		6,002,080	31,415	477,747	244,524			442,939
Indian Ty.....	54,625,007	3,474,776		6,980,340			37,440			64,308
United States.....	2,467,480,934	232,935,346	219,464,171	894,595,552	27,241,515	139,748,958	23,400,534	15,008,336	21,096,038	60,696,028

# THE MOVEMENT OF GRAIN DURING 1904.

## New Orleans

Fred Muller, secy. of the New Orleans Board of Trade, reports the receipts and shipments of grain at New Orleans, La., for the past 3 years as follows:

RECEIPTS AT NEW ORLEANS.			
	1904.	1903.	1902.
Corn .....	4,580,357	13,048,439	2,072,917
Oats .....	2,435,875	35,581	180,521
Wheat .....	1,731,015	11,897,484	16,505,984
EXPORTS FROM NEW ORLEANS.			
	1904.	1903.	1902.
Corn .....	5,309,214	12,766,740	2,791,632
Oats .....	43,200	4,067,254	2,522,891
Wheat .....	2,089,814	11,218,984	17,250,250

## Philadelphia

Chas. F. Saunders, secy. of the Philadelphia Commercial Exchange, reports the receipts and exports of grain at Philadelphia, Pa., during the past 4 years as follows:

RECEIPTS AT PHILADELPHIA.			
	1904.	1903.	1902.
Wheat ..	1,812,469	4,727,587	10,806,598
Corn ....	8,346,387	11,135,738	3,604,112
Oats .....	4,652,875	4,463,900	4,636,015
Rye .....	73,076	90,242	283,524
Barley ..	369,600	364,000	427,400
EXPORTS FROM PHILADELPHIA.			
	1904.	1903.	1902.
Wheat ...	184,000	3,451,763	10,434,434
Corn ....	6,164,525	9,900,923	2,427,617
Oats .....	52,574	none	584,756
Rye .....	none	none	63,118
Barley ..	none	none	none

## Minneapolis

G. D. Rodgers, secy. of the Minneapolis Chamber of Commerce, reports the receipts and shipments of grain and flaxseed at Minneapolis, Minn., for the past 4 years as follows:

RECEIPTS AT MINNEAPOLIS.			
	1904.	1903.	1902.
Wheat ..	86,935,980	86,804,070	88,762,120
Corn ....	4,269,000	3,314,450	3,235,380
Oats .....	25,848,360	22,384,050	10,666,490
Rye .....	1,901,580	1,583,180	1,042,010
Barley ..	11,600,350	11,233,170	7,783,680
Flax .....	8,513,040	9,392,240	8,166,400
SHIPMENTS FROM MINNEAPOLIS.			
	1904.	1903.	1902.
Wheat ..	18,177,340	15,608,800	11,770,170
Corn ....	730,050	943,190	1,321,150
Oats .....	10,907,890	11,115,660	4,704,720
Rye .....	1,148,500	946,650	734,150
Barley ..	7,542,080	7,194,740	4,912,050
Flax .....	3,569,450	2,675,920	2,839,970

## Chicago

Geo. F. Stone, secy. of the Chicago Board of Trade, reports the receipts and shipments of grain and flaxseed at Chicago for the past 4 years as follows:

RECEIPTS AT CHICAGO.			
	1904.	1903.	1902.
Wheat ...	24,457,347	27,177,475	37,903,028
Corn ....	100,543,207	98,697,735	50,539,107
Oats .....	73,023,119	88,816,234	78,790,500
Rye .....	2,379,367	3,047,500	3,162,541
Barley ..	25,316,917	23,146,869	14,884,173
Flax'd ...	3,327,313	3,546,604	4,733,867
SHIPMENTS FROM CHICAGO.			
	1904.	1903.	1902.
Wheat ...	17,957,416	24,364,016	30,217,696
Corn ....	75,184,758	90,234,690	45,394,249
Oats .....	47,303,901	63,652,428	57,981,612
Rye .....	1,567,273	2,929,728	2,846,215
Barley ..	5,802,856	3,019,731	3,488,258
Flax'd ...	672,871	548,557	1,253,557

## Kansas City

E. D. Bigelow, secy. of the Kansas City Board of Trade, reports the receipts and shipments of grain at Kansas City, Mo., for the past 4 years as follows:

RECEIPTS AT KANSAS CITY.			
	1904.	1903.	1902.
Wheat ..	39,159,900	38,322,000	24,018,400
Corn ....	14,187,600	16,282,800	16,092,800
Oats .....	4,675,200	6,350,400	8,358,000
Rye .....	247,200	480,800	376,800
Barley ..	581,000	313,000	33,000
SHIPMENTS FROM KANSAS CITY.			
	1904.	1903.	1902.
Wheat ..	29,137,500	25,710,300	16,510,400
Corn ....	10,723,500	13,341,600	13,364,000
Oats .....	3,067,200	4,417,200	6,130,800
Rye .....	124,800	240,800	191,200
Barley ..	116,000	59,000	10,000

## Cincinnati

C. B. Murray, supt. of the Cincinnati Chamber of Commerce, reports the receipts and shipments of grain at Cincinnati, O., for the past 4 years as follows:

RECEIPTS AT CINCINNATI.			
	1904.	1903.	1902.
Wheat ..	2,124,447	2,830,463	4,988,822
Corn ....	12,848,217	10,453,465	7,820,048
Oats .....	6,034,074	5,890,540	5,883,009
Rye .....	601,923	520,695	523,024
Barley ..	1,038,936	886,765	872,909
SHIPMENTS FROM CINCINNATI.			
	1904.	1903.	1902.
Wheat ..	1,625,385	2,554,086	4,412,414
Corn ....	9,217,189	7,110,679	4,355,272
Oats .....	3,586,492	3,725,660	3,427,516
Rye .....	174,896	234,817	177,334
Barley ..	35,872	28,341	8,541

## Toledo

A. Gassaway, secy. of the Toledo Produce Exchange, reports the receipts and shipments of grain at Toledo, O., for the past 4 years as follows:

RECEIPTS AT TOLEDO.			
	1904.	1903.	1902.
Wheat ..	4,722,280	5,729,513	13,100,260
Corn ....	7,777,447	12,882,902	9,560,791
Oats .....	2,722,200	6,890,669	7,019,657
Rye .....	135,368	190,918	401,490
Barley ..	16,815	66,216	18,904
SHIPMENTS FROM TOLEDO.			
	1904.	1903.	1902.
Wheat ..	2,692,881	2,762,783	6,439,768
Corn ....	5,827,820	10,522,992	4,342,374
Oats .....	6,934,960	5,256,952	5,469,101
Rye .....	124,527	163,127	496,809
Barley ..	13,915	105,541	70,144

## Boston

E. G. Preston, secy. of the Boston Chamber of Commerce, reports the receipts and exports of grain at Boston, Mass., during the past 4 years as follows:

RECEIPTS AT BOSTON.			
	1904.	1903.	1902.
Wheat ...	2,509,651	6,661,376	13,780,193
Corn ....	7,224,195	9,041,585	1,373,358
Oats .....	6,108,790	6,610,464	6,334,520
Rye .....	32,596	42,547	23,858
Barley ..	325,523	184,819	195,745
EXPORTS FROM BOSTON.			
	1904.	1903.	1902.
Wheat ..	2,671,786	6,738,533	15,307,301
Corn ....	4,296,095	7,063,855	798,097
Oats .....	78,722	185,542	514,741
Rye .....	none	none	none
Barley ..	253,702	107,917	92,803

## New York

The statistical department of the New York Produce Exchange reports the receipts and exports of grain at New York, N. Y., during the past 4 years as follows:

RECEIPTS AT NEW YORK.			
	1904.	1903.	1902.
Wheat ..	8,401,322	22,347,675	35,101,950
Corn ....	15,504,030	27,428,210	6,744,960
Oats .....	26,826,800	29,504,100	29,963,327
Rye .....	183,671	1,338,475	2,736,395
Barley ..	6,432,000	3,491,700	2,811,302
EXPORTS FROM NEW YORK.			
	1904.	1903.	1902.
Wheat ...	1,750,628	15,181,140	27,136,272
Corn ....	10,018,885	21,985,816	3,124,482
Oats .....	1,875,272	2,892,612	3,871,596
Rye .....	8,485	1,358,639	2,433,895
Barley ..	2,489,239	591,119	373,573

## St. Louis

Geo. H. Morgan, secy. of the St. Louis Merchants Exchange, reports the receipts and shipments of grain at St. Louis, Mo., during the past 4 years as follows:

RECEIPTS AT ST. LOUIS.			
	1904.	1903.	1902.
Wheat ..	23,148,133	23,580,700	30,667,212
Corn ....	18,246,325	21,390,245	16,024,715
Oats .....	17,109,295	20,601,930	20,570,245
Rye .....	674,185	1,325,892	940,396
Barley ..	3,163,000	2,633,119	2,234,504
SHIPMENTS FROM ST. LOUIS.			
	1904.	1903.	1902.
Wheat ...	24,041,149	18,806,761	22,276,507
Corn ....	16,770,368	20,639,651	13,696,459
Oats .....	12,880,310	14,079,148	11,657,939
Rye .....	767,297	1,086,416	905,905
Barley ..	493,803	293,095	65,417

## Milwaukee

W. J. Langson, secy. of the Milwaukee Chamber of Commerce, reports the receipts and shipments of grain at Milwaukee, Wis., for the past 4 years as follows:

RECEIPTS AT MILWAUKEE.			
	1904.	1903.	1902.
Wheat ...	8,240,860	9,031,615	10,360,593
Corn ....	2,964,950	2,308,500	2,701,220
Oats .....	7,462,400	8,357,550	6,774,300
Rye .....	1,420,000	1,020,200	1,117,507
Barley ..	17,319,400	17,450,440	13,059,950
SHIPMENTS FROM MILWAUKEE.			
	1904.	1903.	1902.
Wheat ...	2,132,892	1,710,156	2,338,969
Corn ....	1,887,201	1,890,220	1,724,784
Oats .....	5,838,306	7,782,002	4,472,892
Rye .....	773,946	624,810	1,039,232
Barley ..	10,009,158	8,136,101	6,335,794

## Peoria

R. C. Grier, secy. of the Peoria Board of Trade, reports the receipts and shipments of grain at Peoria, Ill., for the past 4 years as follows:

RECEIPTS AT PEORIA.			
	1904.	1903.	1902.
Wheat ...	878,600	945,000	2,471,626
Corn ....	19,576,000	21,035,970	18,276,649
Oats .....	10,895,200	10,317,500	12,066,741
Rye .....	295,800	254,800	307,600
Barley ..	2,841,100	2,273,600	1,664,200
SHIPMENTS FROM PEORIA.			
	1904.	1903.	1902.
Wheat ...	669,000	1,330,780	1,775,449
Corn ....	10,860,000	7,678,175	5,343,046
Oats .....	11,080,000	10,633,740	11,736,561
Rye .....	145,800	103,200	88,420
Barley ..	1,667,300	1,367,800	1,040,900



## Seeds

John B. Greer of Marion, Kan., has engaged in the seed business.

The Wm. S. Gilbreath Seed Co., of Indianapolis, Ind., is sending friends a Christmas card with a red clover blossom.

Seed corn is injured by soaking in kerosene. Kernels of corn soaked 10 minutes or more in kerosene oil will not germinate.

Peoria received 1,380,000 pounds and shipped 570,000 pounds of seeds in 1904, as reported by R. C. Grier, secy. of the Board of Trade.

Toledo received 97,384 bags of clover seed and shipped 117,262 bags during 1904, as reported by A. Gassaway, secy. of the Produce Exchange.

The Whitney-Eckstein Seed Co., of Buffalo, N. Y., has registered the word "Eureka" as a trade mark for clover seed and the word "Pan American" as a trade mark for timothy seed, and recleaned clover seed.

Alfalfa is the name of Spanish origin. Introduced from other countries the same plant goes by the name of lucerne, from the valley of Lucerne, in Switzerland, where it is grown in great quantities by the thrifty Swiss.

Milwaukee received during 1904 3,751,148 pounds of clover seed, and 2,578,381 pounds of timothy seed and shipped 1,293,424 pounds of clover seed and 4,176,057 pounds of timothy seed, as reported by W. J. Langson, secy. of the Chamber of Commerce.

Cincinnati received during 1904 29,278 bags of clover seed, 66,787 bags of timothy seed and 83,899 bags of other grass seed, as reported by C. B. Murray, supt. of the Chamber of Commerce; and shipped 20,378 bags of clover seed, 34,505 bags of timothy seed and 90,446 bags of other grass seed.

Toledo received 900 bags of clover seed during the week ending Jan. 7 and shipped 1,500 bags; compared with 2,300 bags received and 7,000 bags shipped a year ago. The receipts so far this season have been 62,000 bags, against 87,000 bags for the preceding season; and the shipments 20,000 bags, against 23,000 bags.

Chicago's receipts of grass seeds during 1904, as reported by Geo. F. Stone, secy. of the Board of Trade, aggregated 61,989,000 pounds of timothy seed, 7,920,000 pounds of clover seed and 18,812,000 pounds of other grass seeds; while the shipments were 25,486,000 pounds of timothy seed, 6,242,000 pounds of clover seed and 39,467,000 pounds of other grass seeds.

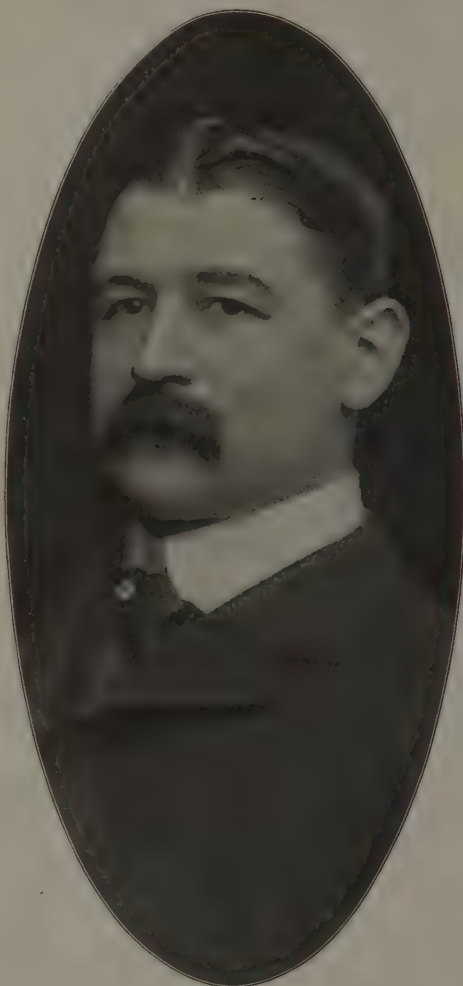
Plan for a large sowing of clover next year and begin to buy your seed right now. We want to give you fair warning that there is a short crop of clover seed all over the west. If you don't buy now you will probably have to buy imported seed or seed from sections that is full of foul weeds which will go far to undo all the good that clover seed will do you.—Wallace's Farmer.

Seed receipts at Chicago for the week ending Jan. 7 were 596,000 pounds of timothy seed, 106,330 pounds of clover seed, 1,680 pounds of other grass seed and 23,100 bus. of flaxseed; compared with 479,432 pounds of timothy seed, 185,908 pounds

of clover seed, 448,590 pounds of other grass seed and 38,950 bus. of flaxseed during the corresponding week of 1904. Shipments for the week ending Jan. 7 were 100,000 pounds of timothy seed, 210,821 pounds of clover seed, 62,980 pounds of other grass seeds, and 1,304

## New President Kansas City Board of Trade.

The members of the Kansas City Board of Trade have conferred an unusual honor upon one of their members by



W. C. Goffe, Kansas City, Mo.

bus. of flaxseed; compared with 248,195 pounds of timothy seed, 257,485 pounds of clover seed, 349,945 pounds of other grass seed and 10,710 bus. of flaxseed for the corresponding week of 1904.

Secy. of the Treasury Leslie M. Shaw has written Representative Stenerson of Minnesota that it will not be practicable under the existing law to import seed wheat free of duty, but that he will recommend to congress the passage of a bill providing for a refund of duty in all cases where the imported wheat is used for seed. The attorney general has advised Secy. Shaw that the provision for the free importation of grass seed does not apply to wheat.

Political grain inspectors are actively looking for jobs in Missouri and Minnesota in which states a new party has control of the offices.

electing him President for the coming year without opposition. In fact he was the unanimous nominee of all the members. The gentleman so honored was none other than W. C. Goffe, of Goffe & Carkener, who, altho a young man, has been identified with the Kansas City trade for about 14 years.

Mr. Goffe was born in New York City where he spent the first 25 years of his life. At the suggestion of the late F. H. Peavey he went to Kansas City and entered the employ of the Midland Elevator Co., in May, 1891. Two years later, in company with G. S. Carkener and the late P. F. Lucas, he embarked in the grain commission business, the style of the firm being Goffe, Lucas & Carkener.

Mr. Goffe has served on the Directory of the Kansas City Board of Trade two different terms, was elected Second Vice-

Pres. two years ago and promoted to the position of First Vice-Pres. last year. He has also served as Chairman of the Weight Supervising Comite of the Kansas City market since its establishment and much credit is due to him for the manner in which old-time customs were supplanted by modern methods.

He has also served on various other comites and his unanimous election to the Presidency evidences the confidence of the members in his ability and their regard for him as a man. That he will promote the best interests of the Kansas City Board of Trade is certain.

## Annual Dinner of the Board of Trade Weighing Department.

As has been the custom of Chicago's Board of Trade Weighmaster, all of the employes of the Weighing Department, together with a number of favored guests, were invited to attend the Third Annual Dinner of the Department at The Victoria, Dec. 17th.

After an excellent dinner had been served, Weighmaster Foss, acting in the capacity of toastmaster, called the assembled guests to order, quoted briefly from expressions of regret sent by absentees, who were unable to attend, and then introduced the orator of the Board of Trade, Secy. Geo. F. Stone, who expressed in pleasing terms, his admiration for the department and its work. He said:

I have always had the highest regard for the Weighing Department and its work. It is a great credit to the Board and to Mr. Foss, who has perfected the system, that its methods have been copied in other leading grain markets of the country. Not only has the department been praised by the entire trade for its good work, but its members have the satisfaction of doing right.

George Harris, a vesselman, stated that his people had about come to the conclusion that the less said about Chicago weights, the better. Whenever we report a shortage, Mr. Foss always calls attention to our overages.

Geo. A. Stibbens said: I think I know what I am talking about when I say you have the best weighing department in the world.

Walter Felt was called for and made a very pleasing address from the tallyman's standpoint. He said in part:

### WALTER FELT'S RESPONSE.

As an employee of the weighing department it is certainly gratifying to me—as I know it must be to my brother salesmen—to know that the work of our department has met with the approval of the grain dealers of our country.

It has been our endeavor to merit your approval, and I am positive that the words of encouragement spoken this evening will urge us on to greater efforts in our endeavor to have our department universally recognized as the ideal weighing department of our country.

There are many reasons why our business, together with the great value of the product handled by the grain trade of our city, as one of the reasons why there should exist an accurate weighing department. Then, too, the absence of the buyer or seller makes necessary that there be present a disinterested person to insure justice to all.

This is our duty, and it has been our endeavor in the past, as I can assure you it will be in the future, to show by our work that we fully appreciate the confidence that has been placed in us as employees of the weighing department. Our department has relations with the entire grain trade, and it has been our aim to be just and impartial to all in the performance of our duty.

As tallymen we should thoroughly examine all scales under our supervision and immediately report any defect to our office. This, I feel, is one of our most important duties, as should the scales be out of order our entire department would be worse than useless.

We should examine all cars loaded or unloaded under our supervision, and keep a complete record of their condition.

We must have a thorough knowledge of everything pertaining to the loading or unloading of vessels or cars, as the case

elevators in this town and we are eminently satisfied with the service you are giving us. We believe you try to give us correct weights.

James Bradley stated: You weigh at our elevator. We are in your hands and you have always treated us fair. We know you boys are square and we think you are giving us a square deal.

Geo. Beyer was the only speaker from



H. A. Foss, Board of Trade Weighmaster, Chicago.

may be, to be certain that the entire contents is properly weighed.

We should be prompt in reporting for work, so as not to hinder in any way the elevator interests of our city and through them the grain trade in general. In fact, we should conduct ourselves in the same way as we would were the grain our own property.

I feel that I am justified in claiming that our department is accurate, and in so doing rely not only on the accuracy of the tallyman—as it is a known fact that man is not perfect and that where humanity exists mistakes are bound to occur—but largely upon the complete check system that is used by this department, such as the Fairbanks Recording system, the Fisher Dial system, the Demuth Check Letter System, and the Denominational Weight Check system, for accuracy in our weights. And, finally, we feel that no small part of the efficiency of our department is due to the consideration we receive from the Weighmaster and his assistants. We feel that our efforts are treated with the same consideration as those of the men occupying higher positions in the grain trade. I know of no greater incentive to good work than this friendly relation between employer and employee.

Mr. Mills and other tallymen stated that while I know that my brother tallymen appreciate the words of praise given to the department, still we are all agreed that the credit is due to Weighmaster Foss and his immediate assistants.

S. C. Scotten, after denying all claims to being an orator, delivered an excellent talk, in which he said: I have been in all parts of the game. I have been in the country business and paid for the farmer's dog and the hind legs of his horses. We are handling a number of

out of town. In part he said: We cannot blame the weighing department for all the shortages. We know that careless cooping, rough handling in transit and thieves are the cause of many shortages. In company with some of the secretaries of other assns. I have visited other markets and investigated the weighing departments, but in no case have we found work which could be compared with your work and we have not hesitated to recommend that they copy your methods.

The Rev. Jenkin Lloyd Jones delivered a pleasing and instructive address on Square Methods and gave all a memorandum from his own experience in the story of a little paper girl who insisted, upon giving him her chrysanthemum in order to make her short change trade "more square."

After a rising vote of thanks the assembled guests scattered, all impressed with the honest and conscientious motive back of the Chicago Weighing Department.

Buckwheat, exports for the ten months prior to Nov. 1 amounted to 12,889 bus.; against 31,275 bus. during the corresponding period of the preceding year.

Exports of rice bran, meal and polish amounted to 19,921,295 lbs. during the ten months prior to Nov. 1; compared with 9,168,627 lbs. for the corresponding months of the preceding year.



### The Ideal Malt Elevator.

The economical and efficient construction of malt elevators has long been the subject of scientific study and experiment. Wood, concrete and steel construction have been given a fair trial, but the extra hazard of wood and the objections to other material has led to extensive experiments with brick.

It is claimed that the steel-reinforced, double brick wall style of building which is illustrated herewith possesses all the desirable attributes of every other form of elevator construction, with not one of their objectionable features. In the first place, it is absolutely fire-proof, not an inch of timber being used. For strength it has no superior and in the matter of efficiency builders claim it is without rival.

To the peculiar method of reinforcing the brick bin walls is due their great strength, the walls being laid in cement mortar and reinforced with steel strips, laid flatwise, between every second or third course of brick and interlocked at the corners, thus, tying the walls together into the strongest possible structure.

The accompanying engraving illustrates the new malt storage elevator recently completed for the Minneapolis Brewing Co., at Minneapolis, Minn. It was designed and built by Mr. G. T. Honstain, of that city.

It has a storage capacity of 100,000 bushels, and is strictly fire-proof throughout, there being no material used in its construction, other than brick, steel and cement.

The building is 30 ft. 4 ins. wide, 54 ft. 10 ins. long and 102 ft. in height. It is built to conform to their former building and is divided into eight bins, of 12,500 bushels each.

The bin walls are 8 ins. in thickness laid in cement mortar, reinforced with strips of steel 5 in. wide every 2nd or 3rd

course of brick. This steel is laid flatwise and interlocked at the corners, thus securely tying the entire building together.

To more thoroly secure the bin walls from the lateral pressure of the grain, they are truss-rodged across the corners; pilasters being built at the intersection of the rods to give a better bearing for the washers, which are 10 in. in diameter.

A 4 in. brick veneering is placed about all outside walls, leaving a 4 in. air space between it and the 8 in. bin walls, thus making the building moist proof, as well as fire-proof.

The floors and bin bottoms are made of 3 in. book tile, supported on I beams and T's, this is covered with a heavy coating of cement. The roof is made similar to the floors, then covered with a Carey roof.

All bin bottoms are built at an angle of 45 degrees to insure their cleaning. The opening in the bottom of each bin is 18 in. by 30 in. covered with a fine wire screen, to allow of the free passage of air up through the contents of the bins.

The bins being rectangular, it is possible to utilize all the ground space, thus giving from 20 to 25 per cent more bin capacity on the same ground than is possible to get in the round tank form. It is also possible to give any size and number of bins required, in fact, any convenience possible in a wood elevator can be had in this form of building, at the same time securing a strictly fire-proof as well as a moist-proof storage.

The materials used in this form of building are obtainable at all times, thus eliminating the delay in waiting for special material.

Hay amounting to 54,991 tons was exported during the ten months prior to Nov. 1, 1904; compared with 38,763 tons for the corresponding months of the preceding season.

## Asked— Answered

### INFORMATION ABOUT AUTOMATIC SCALE.

*Grain Dealers Journal:* Can any reader of the Journal give me some information about the McLeod Automatic Scale? I would be pleased to hear whether this is a reliable scale.—Wm. Ernst, Carlock, Ill.

### BLEACHING GRAIN BY ELECTRICITY?

*Grain Dealers Journal:* In the issue of the Journal for Dec 10 I note mention of bleaching grain by electricity. Will some one please give the particulars of this process or give me the address of someone in that line?—O. E. Davidson, Minneapolis, Minn.

### WANTS LONG TIME PRIVILEGES.

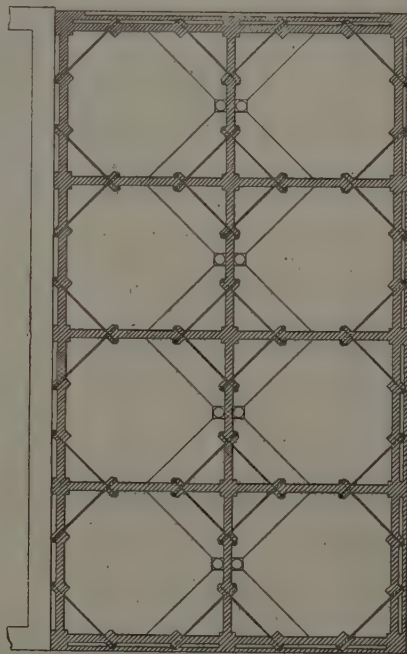
*Grain Dealers Journal:* Will some reader of the Journal please give me the name of a reliable house in Chicago which deals in long time privileges on grain? I find it pays to buy puts on corn sometimes, when corn comes in fast and we can't get cars, thereby protecting myself.—H. J. Bender, Nokomis, Ill.

### TO PREVENT TANK FREEZING.

*Grain Dealers Journal:* As we still read inquiries how to keep water from freezing in the tanks of gasoline engines, we suggest that if the user will only dig a well or cistern by the side of the engine and put in a rotary pump or common lift pump attached by belt to the engine or line shaft, letting the water flow back



New Malt Elevator of Minneapolis Brewing Co., Minneapolis, Minn.



Brick, Steel-reinforced Construction of Bins of Malt Elevator at Minneapolis, Minn.

in the well or cistern, he will not need to fear his tank freezing.

We have a well about 30 ft. from our engine. We put in a rotary pump and attached a belt to line shaft to run the pump. The water runs back into the well. We have done away with our tank, and do not fear freezing.—Hall & Noon, Plain City, O.

## WHEAT AND BARLEY SEPARATOR?—OATS SIEVE?

*Grain Dealers Journal:* I am a beginner in the barley trade and want to know if there is any machine that will separate wheat and barley. If so by whom is it manufactured?

What kind of a sieve is best to use in running oats over a cleaner?—G. L. L.

## CALCIUM CHLORIDE WILL NOT RUST.

*Grain Dealers Journal:* Answering the letter in your question and answer column of the December 25 issue, page 600, and signed by C. L. S., would say that calcium chloride has absolutely no effect upon iron or steel; in fact, it is used for brine in the largest breweries, packing houses and cold storage houses in the country for this very reason.

Formerly it was customary to use salt brine, but owing to its detrimental effects upon iron, etc., its use has been abandoned.

Answering the second question, would say that by adding 5 lbs. of calcium chloride to a gallon of water it will not be too thick to circulate. The maximum amount of calcium chloride that can be added to a gallon of water which would make a solution of maximum density is 5½ lbs.

When making a calcium solution it is best to test it with a Beaume scale or hydrometer and you will then be sure of having the solution of the correct strength.

If your tank contains 100 gallons of water and you add 500 lbs. of calcium chloride to the same you would have a solution with a freezing point of 39° below zero F. A pound of calcium added to a gallon of water causes a displacement of .09½ gallons.

Should the water evaporate owing to the heat all that is necessary is to add enough water to brine the solution to its former strength. Every time this is done it should be tested with a salometer so that the solution would not weaken. Yours very truly, Jas. H. Rhodes & Co.

The Philippine imports of hay for the twelve months prior to July 1, 1904, were 3,192 tons, compared with 1,559 tons during the preceding fiscal year.

A cow's stomach was opened and 2 bus. of corn removed by a surgeon at Webster City, Ia., to save the valuable Jersey, which had broken loose during the night and gorged itself at the corn box.

Secretary Wilson estimates that the money which the farmers will receive for the corn crop this year would wipe out the national debt. Will some one please devise a way for inducing them to use it for that purpose?—Buffalo Express.

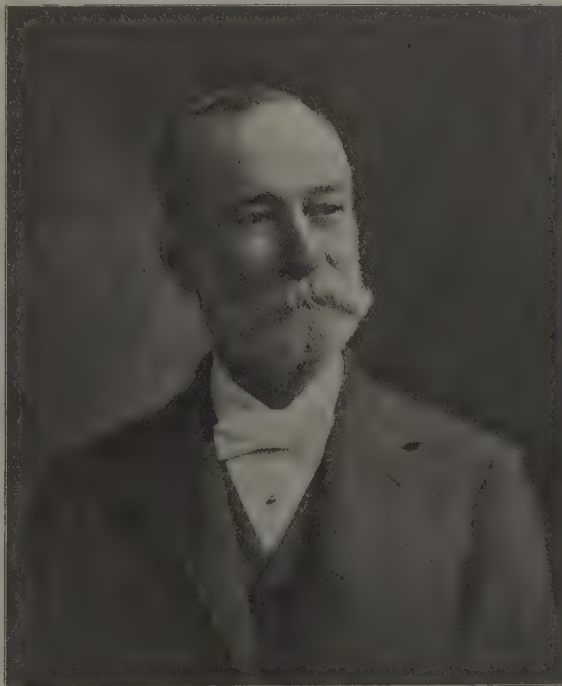
A decided stand against the uniform bill of lading was taken by the Southern Illinois Millers Assn. at its recent meeting, when the secy. was instructed to notify Senators Cullom and Hopkins and Congressmen Smith and Rodenberg that the Assn. recommends the passage of the Cooper-Quarles bill.

## Forty Years in the Grain Trade.

Forty years is a long time to be identified with one line of business, and not many men are to be found today who have been connected with the grain business of the country for that length of time. However, here and there a head of white hair gives constant evidence of long years of faithful service.

been satisfied with fair profits. Like most grain dealers identified with the trade in central markets, he has had his reverse, in fact he met a Waterloo in Chicago in 1865, where he lost the accumulations of years, due to the failure of patrons to respond to margin calls.

After that he returned to Cincinnati and began anew with less money, but more experience. He has had a fair share of



J. A. Loudon, Cincinnati, Ohio.

The oldest member of the Merchants Exchange now actively engaged in the grain business at Cincinnati is J. A. Loudon, a man who has been identified with the trade more than forty years. He is well known to members of the trade in different states and has a large circle of friends and acquaintances.

In a reminiscent mood one day he confided the information that when he first started in the grain business nearly all grain was handled in sacks and that in order to conduct a business of any respectable size a merchant found it necessary to have at least 20,000 grain sacks. The commission for furnishing sacks and selling grain in those days ranged from 3 to 5c a bu. The river and canals were the chief sources of supply for the milling industry of Cincinnati, which in those days was quite large and a matter of 2 to 5c a bu. was not worth considering when choice qualities of grain were to be obtained.

Mr. Loudon's specialty throughout his long connection with the grain business has been wheat, and during his early connection with the trade, when Kentucky white wheats were in high favor, often received as high as 6,000 sacks on consignment by a single boat. The fact that he has conducted his business until within recent years without assistance shows how faithfully he has given his time and attention to business. Careful and conservative, he has taken few chances and

the ups and downs which come to every man identified with the grain business, but has always succeeded in keeping the wolf from the door and laid by a competency for his declining years.

Mr. Loudon has always fought the battle alone and unassisted. He started out from home when but twelve years of age and has attained success without outside assistance or financial help of any kind. He believes especially in young men standing on their own bottoms and is confident that any young man who has ordinary ability can, with industry, perseverance and honest dealing, be sure of attaining a moderate degree of success, which brings with it the comforts of life, without the worries and responsibilities incident to the great accumulation of wealth for which so many thirst.

It is not every man who can continue in one line of business and adjust himself to meet the changing conditions of trade and methods, but Mr. Loudon has continued in the grain commission business all these years with satisfaction and pleasure.

Work for good public roads leading to your elevator.

Paris green is absolutely without effect on the cotton boll weevil. In Texas 25 carloads of Paris green have been used in vain. The weevil feeds within the shelter of the bracts beyond the reach of poison.



# Grain Trade News

## ARKANSAS.

Helena, Ark.—R. E. Chew, Jr., has succeeded Bennett & Clopton.

Hot Springs, Ark.—J. Herbert Dean opened the Hot Springs office of Bartlett, Frazier & Carrington Jan. 9.

Little Rock, Ark.—The Price-Shofner Grain Co. incorporated, \$16,000 capital stock. Incorporators, Jas. Thomas, Oscar Davis and Price Shofner.

Little Rock, Ark.—The Argenta Eltr. Co. has installed 2 Howe latest style Hopper Scales of 100,000-bus. capacity in its eltr. near this city. The scales are equipped with Howe Type Recording Beams and were furnished by the Borden & Selleck Co.

## CALIFORNIA.

San Francisco, Cal.—E. B. Cutter & Co. have succeeded Cutter & Moseley. Andrew S. Moseley has retired and the business will be continued by E. B. Cutter.

Bakersfield, Cal.—At certain times of the year we are shipping corn into southern California and we think your organ the best medium for keeping in touch with shippers. Enclosed please find check for \$1 for which please send us for 1 year the Grain Dealers Journal.—Love-land & Long.

Los Angeles, Cal.—The Los Angeles Stock & Grain Exchange has been organized and will conduct its transactions in the Helman bldg. More than 50 persons have paid the membership fee of \$100 and a total of 50 are expected to join. F. C. Perrew is pres. and Jos. Ball secy. Bucket-shopping trades will not be tolerated; any member guilty will be expelled. Leased wire will connect with the Chicago Board of Trade and New York Stock Exchange.

## CANADA.

Neepawa, Man.—Geo. Currie, a grain buyer, is seriously ill with bronchial-pneumonia.

Ottawa, Ont.—Grain Inspector Adamson has been suspended for the good of the service.

Winnipeg, Man.—W. L. Parish and son have gone to Montreal and Toronto by way of Chicago.

Lethbridge, Alta.—The 30,000-bu. eltr. for the Enderby Milling Co., of Enderby, B. C., has been completed.

Swan Lake, Man.—S. P. Hodgson, of Headingly, intends building a 90-barrel mill and eltr. at Swan Lake in the spring.

Fort William, Ont.—The total shipments of wheat from Fort William and Port Arthur during 1904 were 14,275,000 bus.; against 13,815,000 bus. in 1903.

Hamiota, Man.—The question of a farmers' eltr. was again brot up at the annual meeting of the Hamiota Grain Growers Assn. but nothing was decided upon.

Lethbridge, Alta.—We do not anticipate that there will be much grain handled here this season on account of the light crop.—N. W. Jobbing & Commission Co., Ltd.

Ft. William, Ont.—The C. P. Ry. contemplates the erection of a 2,000,000-bu.

eltr. at Ft. William in the spring. This company already has capacity for 8,000,000 bus. at Ft. William.

Fort William, Ont.—The annual banquet of the eltr. and grain men was held at the Queen's hotel recently. Over 60 guests sat down to a sumptuous dinner, at which J. G. King was toastmaster.

Montreal, Que.—Wm. Donovan, employed on an eltr. being erected at Wind Mill Point, fell Dec. 30 from the structure a distance of 70 ft. He was practically uninjured, having fallen in a pile of snow.

Ottawa, Ont.—Hon. Clifford Sifton declares it is out of the question to impose an export duty on wheat to promote the milling of Canadian wheat at home, as it would be a direct tax on the wheat grower.

Winnipeg, Man.—Warehouse Commissioner C. C. Castle has instituted criminal proceedings against T. H. Kellett for trading as a grain merchant without a license, and having failed to turn over to shippers the proceeds of the sale of their consignments.

Winnipeg, Man.—Harry T. Swart, mgr. of the Zenith Grain Co., was married recently to Miss Martha P. Carey, of Duluth. The Grain Exchange presented Mr. Swart with a beautiful silver carving set before his departure for Duluth where the marriage took place.

Winnipeg, Man.—The Union Grain Co. incorporated, \$50,000 capital stock to deal in grain, produce and general merchandise and operate eltrs., warehouses, etc. Incorporators, A. D. Chisholm, Alex. Cavanaugh and Wm. Chambers, of Winnipeg, Jas. T. Reid, Treherne, and Arthur Thompson, Oak Lake. The head office of the company will be in Winnipeg.

Ottawa, Ont.—The Railway Commission has confirmed the new rates on grain and grain products from Ontario to the maritime provinces from Dec. 10, providing that the railway companies refund shippers the excess over the old rate between Dec. 5 and Dec. 10. It was claimed that the increase went into effect without the proper notice being given as the act requires 10 days and only 5 days were given.

## CHICAGO.

Memberships in the Board of Trade are selling at \$3,150.

The Santa Fe Eltr. Co. will build a 4-story addition to its eltr. at 2700 S. Wood St.

Gardiner B. Van Ness of Van Ness Bros. was married Jan. 3 to Miss Edith A. Radford.

E. R. Shaw has formed the firm of E. R. Shaw & Co. to do a general grain and brokerage business.

Board clearings for 1904 are \$99,101,000, an increase over 1903 of 37.4 per cent, and the largest in several years.

Barnard & Randall is the name of a new commission firm formed by Frank G. Barnard and Chas. P. Randall.

Thos. H. Martin, who has been in the trade for 25 years, will remove to Mil-

waukee, to engage in the brokerage business.

Jas. H. Wells has retired and his office has been taken by Hill, Moran & Hammond, with D. J. McLoraine as mgr.

A receiver has been appointed for the National Telegraph News Co. and the Chicago & Milwaukee Telegraph Co.

C. H. Spencer & Son will succeed Spencer & Denniston Feb. 1. The new firm will have its headquarters in St. Louis.

Fifteen employees of the Illinois state grain inspection dept., including Bill Bidwill, were discharged at the end of the year.

The number of cars of grain received and inspected at Chicago during the past year was 164,434; compared with 190,716 in 1903.

Henry Weber, a prominent grain inspector, and late superintendent of the Calumet Grain & Eltr. Co.'s eltr., died recently of paralytic stroke.

D. J. Gallery, one of the original members of the board of trade, died Dec. 24. On Christmas day Mr. Gallery would have celebrated his 66th birthday.

The directors of the Board of Trade have decided that it is impracticable to return the \$25 to members who have been assessed for the fund to retire memberships.

Two Kansas City firms have captured considerable corn for the Gulf ports by apparently having advance knowledge of a 3-cent cut to be made by the Missouri Pacific.

A river freight transportation service between all steamboat docks and all the principal railroad freighthouses has been established by the Chicago Car Ferry & Lighterage Co.

P. Bird Price, who was appointed chief grain inspector in 1882 by Gov. Oglesby and continued in office by Gov. Fifer from 1889 to 1903, died suddenly in California Dec. 7, aged 60 years.

The Libal-Scheberger Co. has brot suit against Jos. Libal and the Board of Trade to restrain Libal from using the membership in his name. The company claims to own the membership.

Scott-Monahan have removed from the Rialto to the Traders bldg. and changed the firm name to Scott, Monahan & Co., John B. Scott, formerly with C. H. Canby & Co. having joined the firm Jan. 1.

The former friends of an ex-secy. of a local eltr. company are suffering the loss of small loans. In fact borrowing has become such a disease with him that he seems to enjoy trying the game on everyone identified with the Board.

The suits against 29 Board of Trade firms by a trustee to recover money lost in wheat by Henry B. Smith have been thrown out of court by Referee Eastman, who decided that actions for such claims for the benefit of a bankrupt could not be maintained.

The close of the year was celebrated on the Board of Trade without horseplay. Instead a vaudeville show was given, the proceeds going to charity. Professional talent was employed, and the performance on the afternoon of Dec. 31 was attended by a large number. It is hoped to make the show an annual affair.

Isadore Blumenthal died Dec. 30 aged 61 years. He was born in Germany, a veteran of the civil war and engaged in the grain commission business at Cincinnati, going to Chicago 20 years ago. For

many years he was engaged in the barley and malt trade, in which he was very successful, but met reverses in wheat speculation.

Leading members of the Board of Trade have joined in an indorsement of E. P. Bacon as a gentleman of high character, pure mindedness and unflinching integrity. Mr. Bacon was unfairly criticized before the interstate commerce committee of the house at Washington by Congressman Mann of Chicago, who is evidently misrepresenting his constituents.

Firms who have found a way to execute orders against Milwaukee privileges in the Chicago pit, while charging only one commission, may have to explain how they do it or be expelled. A majority of the investigating committee does not believe the offense serious. The 7 firms who are alleged to have accommodated customers are A. V. Booth & Co., O. F. Lindman & Bro., Wrenn, Calkins & Egan, Jos. Simons, L. Bartlett & Son., F. S. Frost & Co., and B. W. Frank.

Geo. F. Stone, secy., E. B. Boyd, traffic mgr., J. J. Bryant and Eugene Merritt have been appointed a committee with John T. Sickel as chairman to confer with the Chicago Shippers Assn. committee of 5, to prepare a comprehensive and intelligent plan of action under which all commercial assns. will work together to bring about federal legislation against railway discrimination. The Board of Trade and the Chicago Shippers Assn. both are heartily in favor of Pres. Roosevelt's recommendations that the power of the Interstate Commerce Commission be enlarged by the passage of the Quarles-Cooper bill.

At the annual election of the Board of Trade Jan. 9 a lively contest developed over the directors; and the ballots were not counted until late. Out of eleven candidates the following directors were chosen: H. N. Sager, J. Finley Barrell, J. F. Harris, Edward Andrew and James Bradley. James Pettit ran well, tho defeated. Walter Comstock was elected to fill an unexpired term. The following officers were elected: Pres., W. S. Jackson (re-elected); second vice pres., J. H. Jones; committee on appeals—J. R. Godman, Adolph Gerstenberg, L. G. Squire, W. J. Nye, R. A. Schuster; committee of arbitration—James R. Dalton, J. G. Walters, F. W. Scott, Julian M. McMerrid, and Edward P. McKenna.

## COLORADO

Aspen, Colo.—Tagart & Williams have dissolved partnership.

## IDAHO.

Kendrick, Ida.—The Farmers' Rockdale Co. has been organized with the following officers: S. W. Bigham, pres.; U. S. G. Evans, secy.; Henry Munsterman, auditor. Directors, F. B. Scotter, John Roberts, M. V. Thomas, J. D. Ingalls, Jas. Ewell, Jos. Schultz, Herman Coepp and H. T. Tupper. The company will complete a warehouse in time to handle the crop next season.

## ILLINOIS

Adrian, Ill.—The Newton Grain Co. has succeeded Newton & Co.

Robinson, Ill.—Link & Son are the successors of Link & Henderson.

Garber, Ill.—The 60,000-bu. eltr. for Suffern, Hunt & Co. will soon be completed.

Sublette, Ill.—Bettendorf Bros. have bot the eltr. of J. H. Eversole.

Bonfield, Ill.—The Bonfield Grain & Lumber Co. will build an eltr.

Witt, Ill.—G. H. Spanagel, of Nokomis, has succeeded Dickson & Shuping.

Ransom, Ill.—The Farmers' Eltr. Co. has succeeded the Ransom Grain Co.

Easton, Ill.—McFadden & Co. have recently installed an improved Hall Distributor.

Wenona, Ill.—The farmers are discussing the advisability of building an eltr. at Wenona.

Brimfield, Ill.—The Brimfield Eltr. Co. has increased its capital stock from \$5,000 to \$10,000.

Piper City, Ill.—Geo. D. Montelius & Co. recently received 301 wagon loads of grain in 1 day.

Eltrs. along the lines of the Toledo, Peoria & Western are filled owing to a scarcity of cars.

Bongard, Ill.—The eltr. to be built for John Lowery by the Younglove Construction Co. is for corn storage.

Forest City, Ill.—The Farmers Eltr. Co. has bot the plant of the Smith-Hippen Co. for \$5,063 and will operate it.

Roberts, Ill.—Roberts & Gullett have succeeded O. J. Roberts, Mr. Roberts having sold an interest to A. E. Gullett.

Havana, Ill.—Henry Ryan, who has been foreman at the eltr. of the Turner-Hudnut Co. for 15 years, has resigned.

Morton, Ill.—The Farmers' Grain & Live Stock Co. has let the contract for the rebuilding of its eltr. which burned Oct. 31.

Glasgow, Ill.—J. R. and Frank Robertson, of Jacksonville, are building a 20,000-bu. eltr. a short distance south of Glasgow.

Stonington, Ill.—The office of the National Eltr. Co. was robbed recently, \$3,000 in notes and about \$30 in cash having been taken.

Longview, Ill.—The National Eltr. Co., of Indianapolis, is lengthening its Constant Chain Conveyor at its house at this station.

Ottawa, Ill.—A suit has been bot against the United Grain Co. in the county court at Ottawa by Wm. Greener to recover \$600.

A strong civil service law rigidly enforced will greatly improve the efficiency of the public service and especially of the grain inspectors.

Homer, Ill.—J. M. Current contemplates installing a heating plant, fuel to be the cobs which are burned by the carload every day.

A pure seed corn special in charge of Professor Hopkins of the University of Illinois is being run over the lines of the C., B. & Q. in Illinois.

Stillman Valley, Ill.—I appreciate the Grain Dealers Journal and expect to remain a subscriber while I remain in the grain business.—M. P. Shrope.

Macon, Ill.—The Geo. L. Hight Grain Co. incorporated, \$15,000 capital stock, to deal in grain and coal. Incorporators, Geo. L., E. L. and Lela E. Hight.

Fairland, Ill.—The 25,000-bu. eltr. and corn storage house for the Fairland Grain & Lumber Co. have been about completed by the Younglove Construction Co.

Mayview, Ill.—J. B. Walton & Sons have installed a Richardson Automatic

Scale in their house at this station. It has a capacity of 2,000 bus. per hour.

Colfax, Ill.—The Colfax Grain Co. incorporated, \$8,000 capital stock, to deal in grain and coal. Incorporators, Aug. Speigle, D. L. Withers and M. J. Lowman.

Every farmer in Illinois is cordially invited to attend the Corn Growers and Stockmen's convention, Jan. 23 to Feb. 3, in the agricultural building of the University of Illinois, Urbana, Ill.

Blandinsville, Ill., Jan. 5.—Everything quiet. Farmers holding corn for a larger price. Lots of it in their hands but we are unable to squeeze or wrench it from their grasp.—F. E. Sharp & Co.

Bardolph, Ill.—H. N. Jackson has about completed his eltr. and will be ready to ship grain about Feb. 1, to Chicago and Peoria buyers. He will also handle feed, oil, meal, etc. A 15-h. p. gasoline engine and other machinery bot from W. L. Penny has been installed.

Kankakee, Ill.—On account of the scarcity of cars on the Big Four road at Greenwich R. G. Risser is keeping 20 teams busy hauling corn to his eltr. at Kankakee on the I. & I. R. R. Mr. Risser says he can haul the corn cheaper than to pay railroad freight for the 3 miles distance.

Dwight, Ill.—Hodgman & Johanssen are remodeling the eltr. of Merritt Bros. & Co. It is one of the oldest eltrs. on the line of the Alton, and has been moved to a new site. The building is being raised 25 feet, and will be equipped with gasoline engine and new machinery to handle 2,000 bus. per hour.

Governor Yates is still disposed to hedge on the question of civil service regulations for state employes, but thanks to good fortune the gentleman is now an X. The people objected to giving him a cross of any kind. His plans regarding the weighing (?) dept. of East St. Louis may also be changed.

The Illinois Railroad & Warehouse Commission has postponed action on the proposed revision of freight rates. Railway officials declare that very little of the traffic handled by their lines in Illinois originates in or is destined to points in the state; and that on account of the small volume a high rate is charged on local freight.

Garrett, Ill.—A receiver has been appointed for the farmers eltr. company on the petition of 2 stockholders, each of whom had \$125 invested. The company is known as the Garrett Grain & Coal Co., and was organized by a large number of farmers who are greatly disappointed at the failure of their theories to work out practically. The receiver, L. O. Hackett of Tuscola, has closed the house known as the West Side Eltr. Some of the concern's property is being used by C. D. Greve.

Peoria, Ill.—Receipts at Peoria during the month of December, as reported by R. C. Grier, secy. of the Peoria Board of Trade, were 58,400 bus. of wheat, 2,280,000 bus. of corn, 533,000 bus. of oats, 32,800 bus. of rye, 340,800 bus. of barley, 855 tons of mill feed and 2,920 tons of hay; compared with 119,200 bus. of wheat, 2,638,000 bus. of corn, 862,400 bus. of oats, 25,000 bus. of rye, 305,100 bus. of barley, 1,957 tons of mill feed and 2,210 tons of hay during Dec., 1903. Shipments for Dec., 1904, were 60,800 bus. of wheat, 1,614,000 bus. of corn, 568,400 bus. of oats, 39,800 bus. of rye, 196,200 bus. of barley,



5,107 tons of mill feed and 860 tons of hay; compared with 91,200 bus. of wheat, 777,000 bus. of corn, 639,400 bus. of oats, 4,000 bus. of rye, 189,200 bus. of barley, 8,549 tons of mill feed and 510 tons of hay for Dec., 1903.

## INDIANA.

Greentown, Ind.—The Corona Milling Co. has installed one of A. H. Richner's Grain Feeders.

Waterloo, Ind.—D. L. Leas has had plans prepared by Hodgman & Johansen for a 20,000-bu. eltr. to be built at once.

Indianapolis, Ind.—The time of the annual meeting of the Indiana Grain Dealers Assn. has been postponed to Feb. 8 and 9.

Richvalley, Ind.—Geo. W. Small, for many years engaged in the grain and mercantile business, died of heart trouble Dec. 19.

Indianapolis, Ind.—The annual meeting of the Grain Dealers National Mutual Fire Insurance Co. will be held Jan. 25 at 1 p. m.

Martinsville, Ind.—The Branch Grain & Seed Co. incorporated, \$10,000 capital stock. Incorporators, Elliott F. Frank O. and Emmett F. Branch.

Berne, Ind.—The Berne Grain & Hay Co., of Berne, Ind., is remembering its friends and patrons in the trade with a very attractive little pocket match safe which it is sending with its compliments.

Fountaintown, Ind.—The Snider-Moore Eltr. Co. incorporated, \$6,000 capital stock, to do a general grain business. The directors of the company are, John J. Snider, Martin Moore and Thos. H. New.

Evansville, Ind.—The Grain Dealers Journal is always resplendent with items of current events, experiences of grain dealers, decisions of courts, actions of carriers, etc., making it a valuable compendium for reference.—W. H. Small & Co.

Brook, Ind.—The Brook Grain Co. has been succeeded by a company doing business under the same name but composed of W. F. Starz & Co., Fowler, and F. P. Grau, of Brook. Jacob Rich and W. S. Cunningham composed the old company.

Plainville, Ind.—Burton J. Millis, one of the most prominent grain dealers in the county, disappeared Dec. 29 and has not been seen or heard from since. His accounts show no trouble in his business affairs and he had no enemies that were known. On the day of his disappearance he drew \$200 from the bank.

## IOWA.

Imogene, Ia.—Thos. Connors is agt. for Jas. L. Gwynn & Co.

Inwood, Ia.—A farmer's eltr. is contemplated at this point.

Irwin, Ia.—The Irwin Grain Co. has succeeded Chas. Escher, Jr.

Nassau, Ia.—The name of this station has been changed from Nassau to Gibson.

Iowa Falls, Ia.—C. H. Comely has bot the eltr. and succeeded C. L. Kinney at this station.

Ruthven, Ia.—The Reliance Eltr. Co. suffered a slight fire loss in its power house Dec. 19.

Ft. Dodge, Ia.—A farmers' eltr. is being talked of. E. G. Larson is interested. The C. & G. W. Ry. has promised the site for the building.

Glenwood, Ia.—The eltr. for Wright & Blair is being built by the Younglove Construction Co.

Sergeant Bluff, Ia.—The Sergeant Bluff Independent Grain Co. is being organized to build and operate an eltr.

Hebard, Hawthorne P. O., Ia.—G. E. Anderson, a cattle feeder, is doing a scoop shovel business at this point.

Ringsted, Ia.—I would not get along without the Grain Dealers Journal for double the cost.—G. W. Dickinson.

Glenwood, Ia.—Judson & Carter will build an eltr. at the new town of Bal-four. R. B. Sharpe will be their local agt.

Grundy Center, Ia.—D. J. Peters has bot an interest in the grain business of J. Peters & Son, and he and J. J. Peters will manage the business.

Bradgate, Ia.—The Wells-Hord Grain Co., of Cedar Rapids, has bot the eltr. of W. Lancaster. Mr. Lancaster will remain as mgr. the rest of the season.

Earling, Ia.—The Grain Dealers Journal is well worth the money, and every grain man should have it. In fact, I don't see why anyone should be without it.—E. M. Kuhl.

Spencer, Ia.—DeWolf & Wells, of Laurens, have removed their headquarters to Spencer. They recently purchased for \$30,000 the eltrs. of the Chicago Grain & Eltr. Co. at Ruthven, Mallard, Ayrshire and Plover.

Polk, Ia.—The B. A. Lockwood Grain Co., of Des Moines, has installed Howe Standard Gasoline Engines with radiators for oil cooling in its eltrs. at Polk City and Crocker.

Fostoria, Ia.—The Fostoria Eltr. Co. incorporated, \$10,000 capital stock, to buy and sell grain, live stock, general merchandise, etc. Directors, B. D. Dunning, A. J. Livingston, Frank Riley, Harry Heikens, J. L. Anderson, F. A. Clifton and E. E. Bleeker.

Tracy, Ia.—The eltr. of Davis, Way & Co. burned Dec. 19 with 10,000 bus. of grain, mostly oats. The fire was caused by a spark from a passing engine. Altho the building was destroyed the grain was left almost untouched by the flames. The house was not insured.

Hawthorne, Ia.—R. J. Edmonds has moved his 2 eltrs. to Hebard, a new station about a mile north of Hawthorne. He has placed the eltrs. together and now has a building 103 ft. long and 42 ft. high, equipped with a 22-h. p. gasoline engine and having a capacity of 30,000 bus.

The number of reliable mutual fire insurance companies making a specialty of insuring grain eltrs. is large enuf to accommodate every country receiving eltr. Dealers having eltrs. which will be accepted by these companies can not afford to buy a policy in a weak, poorly managed company which can give no guarantee of paying losses.

Keokuk, Ia.—The Iowa & Missouri Grain Co. incorporated, \$25,000 capital stock. This company has been organized to furnish corn for the J. C. Hubinger Starch Works. Incorporators and officers, N. W. Hubinger, pres.; J. E. Hubinger, vice-pres.; W. N. Sage, secy.; H. W. Green, treas. W. N. Sage, formerly of Alexandria, Mo., is mgr.

Council Bluffs, Ia.—The Worrall Grain Co., of Omaha, has taken a 5-year lease of the power house of the motor company and located the grain transfer house at this point. The company will erect grain

car scales with a capacity of 100,000 pounds and the new eltr. will have capacity for handling 20 cars of grain per day beside large storage capacity. The location gives direct trackage to 3 railroads and connection with the Terminal line, which reaches all the roads of Council Bluffs and Omaha. Chas. Peavey is mgr. of this company.

## KANSAS.

Stark, Kan.—Thos. Wells has succeeded Wells & Farmer.

Glen Elder, Kan.—Nash & Krull are building a 15,000-bu. eltr.

Read offer of J. G. Goodwin, chief weighmaster, Kansas City, on another page, to test scales free.

Clafin, Kan.—The Thorstenberg Grain Co. has secured entire control of the eltr. here. Joe Oliphant is buyer.

Bala, Kan.—The Kreeck Lumber & Grain Co. will build an eltr. Sherman Timmons will be the local mgr.

Sherman, Kan.—The Hutchinson Mill Co., of Hutchinson, is building a 20,000-bu. eltr. at Sherman, to cost \$2,500.

Dunavant, Kan.—J. H. Dougan, of Rock Creek, will engage in the grain and stock shipping business at Dunavant.

Sterling, Kan.—The Farmers' Co-Operative Shipping Assn. has purchased from the Borden & Selleck Co. an 80-ton 46-ft. Howe Railroad Track Scale with Howe Patent Recording Beam.

Valley Falls, Kan.—It was erroneously stated in this column Dec. 25 that B. C. Ragan & Sons had discontinued business at some of their Sante Fe points. The firm is doing business at all its points.

Salina, Kan.—A section of the south wall of the old eltr. of the Western Star Milling Co. collapsed Dec. 28 while employees were running part of a full bin into an empty bin. The full bin had been emptied down several feet when the crash came, and nearly 10,000 bus. of wheat was spilled on the ground. The accident was caused by the breaking of a brace rod used to hold the walls of the bin together. The loss on the eltr. is not estimated but the loss on grain was not large.

Chief Grain Inspector J. W. Radford asserts that a hopper scale has all the opportunity, runs all the chances of being out of form that a track scale does; where the track scale is covered with a shed and in addition to that the vibration caused by machinery, most always interferes more or less with the accuracy of the hopper scales, which is not true with the track scales. A hopper scale in the center of an eltr., away up next to the top, is subject to leaning and settling, which is not true with the track scales. Mr. Radford claims that with a complicated set of hopper scales it is always hard to determine what the trouble is. It may be that the scales are out of line, or it may be something wrong with the boot; or it may be some defect in the leg or eltrs.; it may be something wrong with the head or spout, or it may be something wrong with the garner or hopper or the slides. Mr. Radford has written grain dealers to obtain opinions in favor of track scales with a view to going before the next legislature with a plan to use track scales at all public eltrs.

## KENTUCKY

Newport, Ky.—The Newport Milling Co. is contemplating the erection of an

eltr. and is said to have purchased a site.

Lexington, Ky.—Roszell Bros. succeeded Roszell & Jones Jan. 1, when D. B. Jones resigned and C. T. and R. W. Roszell formed a partnership.

Paducah, Ky.—L. & Jos. Horth, formerly of Caseyville, have bot out and succeeded the E. L. Mallory Grain Co. The new owners contemplate a number of improvements to the plant.

## LOUISIANA.

The Louisiana Railroad Commission has taken under advisement a proposed reduction in local rice rates as requested by the New Orleans millers.

New Orleans, La.—At the annual meeting of the Board of Trade interesting reports were submitted by Pres. J. Henry Lafaye and Secy. Fred Muller.

Shreveport, La.—The grain warehouse of the Vaughan Grocery Co. burned Dec. 20. Spontaneous combustion in a quantity of hay is said to have caused the fire. Loss, \$6,000, covered by insurance.

New Orleans, La.—Grain exports from New Orleans during Dec., 1904, amounted to 1,420,595 bus. of corn; compared with 1,244,432 bus. of wheat and 245,432 bus. of corn for Dec., 1903, as reported by W. L. Richeson, chief inspector for the New Orleans Board of Trade, Ltd.

## MARYLAND

Baltimore, Md.—The Central Eltr. Co. has leased from the Northern Central Railway its local eltr. No. 2 at Calvert station.

Baltimore, Md.—The Whitehall Grain, Milling & Supply Co. elected the following directors at a meeting held Dec. 21: Nelson Gilbert, pres.; Samuel W. Black, vice-pres.; Walter Bahn, treas.; M. W. Bahn, secy.; C. C. Slade, Chas. L. Almony and S. W. Heasley.

Baltimore, Md.—The floating eltr. Malster, owned by the Elbargo Transfer Co., burned Dec. 23 at Pier 9, Locust Point. The Malster was used in transferring grain from scows and barges into the holds of steamers and had been engaged in transferring 18,000 bus. of corn to the steamer Brandenburg when the fire started.

Baltimore, Md.—Not a corn-using community in Europe but that is familiar with Baltimore, having used her shipments for years, but shippers now are constantly met with the reply in answer to tenders, "we have bought at 6d. cheaper from the Gulf." The Gulf has been permitted to enjoy this advantage in rates to such an extent that foreign wants for a month, at least, have been filled up and we are struggling with a trade that has become indifferent through securing ample supply. So far only four full cargo steamers have been let at this port, which on such a crop, is scarcely good business for two active days.—Daily Produce Report.

## BALTIMORE LETTER.

A general meeting has been called for January 16 at which a permanent Festival Assn. will be formed to hold a celebration commemorative of the rebuilding of the burned district.

The mention of John B. Daish's name in the Journal for a position on the Interstate Commerce Commission to succeed Commissioner Yoemans, whose term expired Dec. 31, was received with great pleasure by his many friends here.

The new hay shed, built in the Mount Clare yards of the B. & O. Ry. to provide adequate facilities for the storage and handling of hay received for local delivery, has been completed. The shed is 337 x 80 ft. and 2 stories high with capacity for 200 cars of hay. The daily receipts average about 25 car loads.

The Bureau of Statistics of the Department of Agriculture shows that Maryland's acreage of winter wheat sown in the fall of 1905 is 821,115 acres, with an "average condition" December 1 of 91. As respects "Condition" Maryland stands high in the list of States. Oregon boasts 97 and Pennsylvania 86, while Delaware is credited with 94.

The hearing before the Interstate Commerce Commission in the Differential freight rate matter will be resumed on the 25th inst. at the rooms of the Commission in Washington, D. C. At the recent hearing in Philadelphia adjournment was taken while Vice-President Thayer of the Pennsylvania Railroad was on the stand as a witness. It is understood his testimony will complete Philadelphia's case, when Baltimore will be heard which will close this important case unless Boston should decide to put in some witnesses, this right having been reserved in the beginning of the hearing.

There is an excellent crop of corn in the sections tributary to Baltimore, but the business up to this time has been very disappointing and at present the outlook is not encouraging. The size and quality of the 1904 crop has not resulted in the export business anticipated. In nearly sections farmers have fixed 50 cts. on the farm, as the price for their corn and not being able to obtain it are feeding more cattle than for several years past, also as the corn in preceding years was poor quality and unfit for cribbing, farmers this year are putting their corn away instead of selling it as soon as husked as in previous years.

At the regular monthly meeting of the Board of Directors of the Chamber of Commerce, Messrs. Chas. C. Macgill, Geo. T. Gambrill, Richard C. Wells, William Rodgers and P. G. Edelen were elected a nominating committee under the by-laws to put in nomination 5 members to serve as directors for 3 years next ensuing, which will constitute the regular ticket. The by-laws provide that the Board of Directors shall be composed of 15, elected to serve 3 years, also that 5 shall retire each year, and be ineligible for immediate re-election. Under this rule Messrs. James C. Gorman, Charles England, George S. Jackson, Daniel Rider and J. Ross Myers will retire, and their successors will be elected on January 30th, 1905.

The Baltimore grain trade, which has been making a strong effort to obtain a proper adjustment of freight rates in connection with the Gulf, were disappointed that no action looking to that end was taken at the meeting of the representatives of the railroads in Chicago on the 5th inst. Under the existing arrangement of rates, corn from as far east as Indiana is going to the Gulf and it is stated that the recent further tariff reductions have also enabled the shipment of corn from Nebraska to the Gulf ports. The result of this has been the loss of considerable business to the entire Atlantic seaboard as well as to Chicago, which under the most favorable conditions cannot be recovered. Some of the eastern trunk lines, principally the Baltimore and Ohio, it is said, favor a re-

duction of east bound rates on export grain, but it seems that railroads generally are so busy hauling high class freight that they do not desire the low class commodities, hence an important branch of trade is allowed to suffer, and the taking off of ocean steamships from some of the Atlantic ports is threatened. Here is another argument in favor of the enlargement of the powers of the Interstate Commerce Commission, and there should be some tribunal clothed with power to prevent discriminations against localities and commodities, as well as against individuals.—B. M.

## MICHIGAN.

Perry, Mich.—W. O. Calkins has succeeded Colby & Co.

Chase, Mich.—Curtis Bros. have discontinued business.

Detroit, Mich.—Caughey & Carran have succeeded S. L. Corbin.

Hudson, Mich.—Shafer & Cooley have succeeded the Avis Milling Co.

Holly, Mich.—Wm. H. Meacham contemplates the erection of an eltr. in the spring.

Leonidas, Mich.—Chas. R. White has purchased the eltr. formerly operated by S. E. Glime.

Bancroft, Mich.—The eltr. and bean warehouse of Wm. H. Payne & Son burned Dec. 26. Loss about \$6,000, partially covered by insurance.

Elkton, Mich.—An explosion of gasoline occurred recently in the engine room of the plant of the Elkton Grain Co. and the engineer, R. Warner, was severely burned.

Battle Creek, Mich.—A suit for the foreclosure of a \$54,266 mortgage has been brot against the Korn Krisp Co., and the plant of the Cero-Fruto Pure Food Co. is offered for sale.

Lansing, Mich.—The Young Bros. Hay Co. incorporated, \$15,000 capital stock. Incorporators, F. L. S. G., Samuel, Harriet B. and Eva F. Young, John Daley and Frank Worden. The company will have warehouses at Lansing, Charlotte, Grand Ledge, Mason and St. Johns.

## BEAN JOBBERS MEETING.

The 12th midwinter meeting of the Michigan Bean Jobbers Assn. will be held at Detroit, Mich., Wednesday, Jan. 25, at 1:30 p. m., at the Normandie hotel.

Pres. G. F. Allmendinger of Ann Arbor will call the meeting to order and deliver an address, after which the following program will be taken up:

Quantity of Beans in Farmers Hands.—W. J. Reardon, Midland.

Selling thru Brokers or Direct to Jobber.—Shortages.—C. E. DePuy, Stockbridge.

Transportation.—W. N. Isbell, Jackson. Uniform Bill of Lading.—J. A. Heath, Lenox.

Has the Arbitration Committee Been a Success?—E. W. Burkhart, Fowlerville.

Bean Crops of New York.—J. C. McVean, Jr., Scottsville, N. Y.

Why the Seeming Demoralized Condition of the Bean Market?—E. M. Sheffield, Detroit.

## MINNEAPOLIS

A. J. Cummings is defendant in a suit for \$20,000 brot by Geo. E. De Neen of Maryland.

Sidney C. Love, of Chicago, has applied for membership in the Minneapolis Chamber of Commerce.



J. J. B. Orth has sold a car of seed barley at Minneapolis shipped from Milwaukee, and has inquiries for more.

A number of inquiries for corn from Seattle have been received by Randall, Gee & Mitchell, who are working some.

Several trainloads of corn have been shipped to Boston on the 19-cent export rate which Minneapolis has had since Dec. 26.

Members of the Chamber of Commerce voted against the proposition to increase the membership transfer fee from \$15 to \$20.

The price on the 11,000,000 bus. of non-contract wheat in store at Minneapolis has gone up 10 to 22 cents per bu. since Jan. 1.

About 200,000 bus. of feed barley is being shipped to Seattle, Wash., for export to Japan at a price of 39c per 50 lbs. in sacks f. o. b.

The Pillsbury-Washburn Flour Mills Co. on Jan. 3 paid \$20,000 duty on 78 cars of Canadian wheat to be ground under the drawback plan.

Wheat mixers have made big money here so far on the crop, one Minneapolis man having made the cost of his eltr. several times over.

Grain receivers and eltr. men are circulating a petition to have the reinspection privilege abolished, so that the first grading may be final. Millers insist on reinspection, with the object of buying the wheat cheaper.

## MINNESOTA.

Lester Prairie, Minn.—Fred Hein is mgr. of the eltr. of the State Eltr. Co.

Wheaton, Minn.—The farmers of the vicinity are talking of building an eltr.

Rice, Minn.—C. H. Flowers is going out of the grain business in the near future.

Ortonville, Minn.—The Farmers Grain & Fuel Co. has succeeded the Farmers Eltr. Co.

Currie, Minn.—The Skewis-Moen Co. has purchased the eltr. of the American Grain Co.

Lakefield, Minn.—McGlin Bros., of Okabene and Kinbrae, have bot the eltr. of the Canton Grain Co.

Nielsville, Minn.—The Farmers Eltr. Co. is defendant in a suit for \$4,291 bot by a commission firm of Duluth.

Slayton, Minn.—C. L. Todd has installed a Monitor Grain Cleaner in his eltr. It has a capacity of 600 bus. per hour.

Duluth, Minn.—H. E. Emerson, chief deputy inspector, was married recently in Chicago to Miss Harriet Hall, of Milwaukee.

Rice, Minn.—I have enjoyed reading the Grain Dealers Journal the past year, and consider it was a dollar well spent.—C. H. Flowers.

Boyd, Minn.—The Farmers Eltr. & Mercantile Co. incorporated, \$10,000 capital stock, to do an eltr., fuel, hardware and farm machinery business.

Appleton, Minn.—The Columbia Eltr. Co. is building a large corn crib, and is the first to provide facilities for storing and shipping corn. J. C. Reagan is mgr.

New Ulm, Minn.—The Eagle Roller Mill Co. will build 8 or 10 eltrs. in the spring within a radius of 20 miles of New Ulm, along the lines of the M. & S. L. and the Northwestern.

Odin, Minn.—The Farmers Eltr. Co. incorporated, \$5,000 capital stock. Incorporators, J. V. Jensen and John H. Berdell, Odin; Wm. L. Colburn, John Syverson and H. C. Josten, Cedar.

Blooming Prairie, Minn.—The local grain buyers, M. M. Guthrie, Frank Quinn and John F. Beatty, have leased a store building and will use it for a grain exchange during the winter.

Kandiyo, Minn.—The 30,000-bu. eltr. for the Kandiyo Farmers Union Eltr. Co. has been completed by Buege & Co. A 30-h. p. Otto Gasoline Engine has been installed. Thos. Pendergast is agt.

Hancock, Minn.—Moore Stephens, agt. for the Duluth Eltr. Co., was caught in the belt of a gasoline engine, Dec. 22, and instantly killed. His coat caught in the flying wheel while apparently trying to stop the engine.

Blooming Prairie, Minn.—The farmers of the vicinity have organized as the Blooming Prairie Local Exchange and intend building or buying an eltr. The officers of the company are: T. A. Helvig, pres.; O. G. Anderson, vice-pres.; Helge A. Peterson, treas.; Geo. A. Peterson, secy.

Delft, Minn.—The eltr. of the Farmers' Eltr. Co. burned Dec. 27. The fire is that to have been of incendiary origin for a fire was discovered in it Christmas night but in time to extinguish the flames before much damage was done. The loss was heavy but was nearly covered by insurance.

Pipestone, Minn.—The eltr. of the S. Y. Hyde Eltr. Co. has been sold to a new company in which John Peart and J. M. Bennett, of Flandreau are interested. The new company has also purchased 8 of the other eltrs. of the company on the Milwaukee line between Flandreau and Wells. Possession is to be given July 1.

Humboldt, Minn.—A reward of \$500 has been offered for the arrest of Wm. J. McIntyre, who disappeared mysteriously last Sept. from Humboldt. He was grain buyer for the Imperial Eltr. Co. and it was that at first that it was a case of robbery and murder, but he has been traced to St. Vincent, from which place he is supposed to have taken a train bound for Crookston.

Nielsville, Minn.—The McCarthy Bros. Co., of Duluth, Minn., has lost the suit against the Nielsville Farmers Eltr. Co. to recover about \$4,000 due on option trades made for the account of the company on orders from its manager. The speculations covered a period of 2 years, and the losses aggregated \$4,000, which the directors of the eltr. company refused to pay, claiming that the deals were gambling and that their manager, C. C. Melsness, was not authorized to deal in options. Melsness was arrested for embezzlement of the company's funds but was released on the ground that he was acting on his best judgment in the interests of the company. The jury gave McCarthy Bros. judgment for \$146, covering transactions not of the option class.

## MISSOURI.

East Prairie, Mo.—E. D. Russell is out of the grain business.

St. Joseph, Mo.—The forgery cases against W. H. Harroun have been continued until the March term of court.

Kahoka, Mo.—The J. C. Hubinger Bros. Co., Keokuk, which is interested in the Iowa & Missouri Grain Co., is

building a grain storage plant at this station. The building is 12x100 ft.

The courses of the University of Missouri are advertised in a little pamphlet issued by F. B. Mumford, Acting dean, Columbia, Mo.

Kansas City, Mo.—An attachment to secure its mechanics lien on the Gulf Eltr. was filed Dec. 31 by the Barnett & Record Co.

Kansas City, Mo.—The Board of Trade Insurance Co. has had a year without losses and has declared a dividend of \$7.50 per share.

Wayland, Mo.—The J. C. Hubinger Bros. Co., Keokuk, has bot from E. Seckel & Co., Chicago, the eltr. recently purchased from Wilsey Bros.

Kansas City, Mo.—The eltr. of the Harroun Eltr. Co. was burned Jan. 6 with 7,900 bus. of wheat. Loss on building, \$150,000, insurance, \$125,000.

St. Joseph, Mo.—Harry O. Daumm, an old employee of the H. T. Davis Mill Co. and formerly with the Harroun Eltr. Co., died Dec. 31 of Bright's disease.

Kansas City, Mo.—The work on the eltr. of the J. Rosenbaum Grain Co. is progressing satisfactorily and when completed it will be hard to find another so complete in every particular.

St. Louis, Mo.—Corwin H. Spencer has taken his son, H. B. Spencer, into partnership under the firm name of C. H. Spencer & Son. The headquarters of the company are in St. Louis.

Kansas City, Mo.—The Southwestern Eltr. Co. is remembering its friends and patrons in the trade with a useful celluloid letter opener, which we are confident will be welcome to any desk.

Kansas City, Mo.—The Maple Leaf Eltr., at Kansas City, Kan., owned by the Chicago Great Western Ry., burned Jan. 7 with 300,000 bus. of wheat. The fire was caused by sparks generated by the friction of a belt. Loss, \$550,000 on building and contents; covered by insurance.

Kansas City, Mo.—W. T. Kemper is said to be seriously contemplating retirement from the grain trade and devote his time to a mail order business which he has recently purchased. His only interest in the grain business at present is limited to shipments and handling of options. He is pres. of the Kemper Eltr. Co.

Kansas City, Mo.—The Board of Trade has elected the following new officers for 1905: Pres. W. C. Goffe; 1st vice-pres., J. O. Bradenbaugh; 2d vice-pres., T. J. Brodnax; directors—J. F. Parker, F. E. Essex, R. T. Morrison, H. J. Dffenbaugh, C. A. Dayton, F. P. Logan, E. O. Bragg, A. J. Bulte, N. J. Simonds, J. P. Prescott, J. Sidney Smith, F. G. Crowell.

St. Louis, Mo.—A few commission firms were caught napping the day the new rule went into effect placing a penalty on defaulted contracts. Some brokers that contracts under the old rules could be settled by trades under the new rules; but were promptly waked up by a notice from 3 commission houses that they wud not settle old contracts on the basis of the new rules. Old trades under the old rule can be settled by specifying that the new trade is under the old rule.

St. Louis, Mo.—The Merchants Exchange has elected the following officers for the ensuing year: Pres., Otto L. Teichmann; first vice-pres., Manley G. Richmond; second vice-pres., John E.

Geraghty. Directors—Henry H. Wernse, T. B. Morton, John J. Schulte, H. W. Daub, Edward E. Scharff. Committee of Appeals—Robert H. Leonhardt, J. J. P. Langton, E. L. Waggoner, Ben S. Lang, Chas. W. Smith, B. J. Rowe, C. A. Cunningham, A. J. Rogers, Ben P. Corneli, Chas. F. Beardsley, W. H. Karns, F. W. Hagen, Committee of Arbitration—Chas. L. Neimeyer, Joseph Hattersley, Emil Summa, T. F. Petri, Geo. W. Morton, Geo. F. Powell, Chas. P. Senter, Gustav Bischoff, Jr., John W. Lindsay, Maxwell Kennedy.

## NEBRASKA.

Straussville, Neb.—The Farmers Eltr. Co. is building an eltr.

Wilber, Neb.—The Farmers Eltr. Co. will start business soon.

Humphrey, Neb.—O'Shea Bros. have succeeded O'Shea & McBride.

Lynch, Neb.—Geo. Nagengast has commenced buying grain at Lynch.

Manley, Neb.—The Manley Co-operative Grain Co. incorporated, \$5,000 capital stock.

Nickerson, Neb.—The Torpin Grain Co. has completed improvements on its eltr. at this point.

Barnston, Neb.—The farmers have organized and \$2,700 has been subscribed for the building of an eltr.

Alma, Neb.—The 8,000-bu. eltr. for W. H. Lewis, which is being built by G. H. Birchard, is nearly completed.

Nebraska City, Neb.—The 8,000-bu. eltr. for the Jones Grain Co. has been about completed by G. H. Birchard.

Hooper, Neb.—The eltr. of the Brown Eltr. Co. is now in operation with Henry Roberts, of Tekamah, in charge as mgr.

Ellis, Neb.—The 16,000-bu. addition to the eltr. of the Nebraska Eltr. Co. has been about completed by G. H. Birchard.

Southbend, Neb.—The Farmers Co-operative Grain Assn. has bot the eltr. of the Duff Grain Co., it is reported, but the transfer has not been made.

Nebraska City, Neb.—H. H. Bartling, mayor of Nebraska City and the head of the Bartling Grain Co., dropped dead in his office, of heart failure, Jan. 7.

Omaha, Neb.—L. D. Phelps, representing the Hall-Baker Grain Co., of Kansas City, Mo., has taken an office with G. H. Lyons in the Board of Trade bldg.

Virginia, Neb.—The Farmers Eltr. Co. and the Missouri Pacific Railroad have compromised their suit, the road agreeing to build a side track to the eltr.

Omaha, Neb.—The Fowler Commission Co., of Kansas City, Texarkana and Pine Bluffs, Ark., contemplates the erection of an eltr. in the spring if it can secure a site.

St. Paul, Neb.—A. N. Conklin, of Ashton, has purchased for \$13,000 the plants of the Jacques Grain Co., Lincoln, at St. Paul and Warsaw, and took possession Dec. 20.

Loomis, Neb.—The 60,000-bu. eltr. and a large warehouse is being built for the Loomis Grain & Milling Co. by G. H. Birchard. Both buildings are to be covered by galvanized iron.

Lincoln, Neb.—The many grain dealers who have offices at Lincoln contemplate organizing a grain exchange and have appointed a committee composed of Alex. Berger, W. H. Ferguson and W. T. Barstow to confer with the Commercial

Club and hold a meeting early in January to consider the plan. Lincoln now has good railroad facilities, and two terminal eltrs., affording a good basis for a grain market.

Omaha, Neb.—The Independent Eltr. Co. has given a mortgage for \$250,000 to the Byron Reed Co., trustee. The mortgage is given to secure the necessary money for the erection of a 1,000,000-bu. storage capacity and capacity for handling 60 cars in 10 minutes. It is to be built on the site of the Omaha Grain Terminals. The Chicago Great Western Ry. guarantees the bonds which are for \$1,000 each, running 20 years at 5 per cent interest, with the option of redemption after 5 years on payment of 101 per cent of the face. The mortgage covers the grain terminal site.

## NEBRASKA LETTER.

A. N. Conklin, of McCook and Warsaw, has joined the Nebraska Grain Dealers Assn.

Hastings, Neb.—W. J. Hynes is being sued for \$5,000 by the relatives of James Bourke, who was killed in his eltr. at Doniphan, where he was employed to drive horses. Thru his own carelessness he fell into a bin from which they were loading corn and was sucked in with the corn and smothered. Mr. Hynes feels confident that nothing will come of this suit as he was vindicated by the coroner's jury, at the time of the accident, of being in any way responsible for the death.

The seed corn special sent out by the Burlington through Nebraska has created considerable enthusiasm among the farmers at the places thru which it passed. At every station great numbers of farmers gathered to listen to the talks made by Prof. T. L. Lyon and many others connected with the Agricultural Department of the State University. The members of the party feel that much good will be the result of this trip through Nebraska, and many good suggestions will be taken up by the farmers and worked out to the great improvement of the seed corn of this state.

Omaha is being visited by a great number of Kansas City receivers who are trying to solve the mystery of Omaha's big business since the movement of the new corn crop, and their very light one in comparison. They complain that they are practically shut out on account of the western part of Nebraska having the bulk of the corn crop, and their territory from which they draw, being the eastern and southern part where the yield did not come up to expectations. Then too they have only an 8c rate south, while Omaha has the same rate to St. Louis, and this is another handicap. Omaha has shipped since the movement of the new corn crop, about three million bushels of stuff, and this practically all within the last 3 weeks.—E. C.

## NEW ENGLAND

White River Junction, Vt.—The grain store of Madden & Trumbull burned Dec. 16. Loss, \$3,000; partially insured.

New Britain, Conn.—H. Manning Clayton is the name of the new grain and feed dealer in New Britain instead of H. Clayton Manning, as stated Dec. 25 in this column.

## NEW ENGLAND LETTER.

With the largest cargo taken from this port in months and the largest shipment of grain forwarded from here for 3 years,

the steamship Winifredian, now in the White Star service, sailed from the Hoosac docks Jan. 4 for Liverpool. Her consignment includes 154,000 bus. of corn and 50,000 bus. of wheat.

Arrivals of hay have shown quite a falling off this week, and, while this is encouraging if receipts continue at the present rate, the market has not yet had a chance to recover from the recent depression as the demand has been rather unsatisfactory. The jobbers are rather inclined to expect some improvement in the demand, however, but think the amount of hay in the country is undoubtedly ample to supply the demand and see little encouragement now to expect a higher market this winter. Local receipts for the past week were 244 cars of hay and 12 cars of straw; compared with 404 cars of hay and 13 cars of straw for the week previous.—H. B.

## NEW YORK.

New York, N. Y.—L. G. Quinlan is dead.

New York, N. Y.—The Grain Investors' Co. has been organized by T. W. Field, S. E. Carpenter and W. A. McDonald, to do a general grain business.

Buffalo, N. Y.—Peter Thompson & Co. incorporated, \$20,000 capital stock, to deal in stock, bonds and grain. Directors, Max Bloch, Henry C. Tucker and Geo. W. Tucker.

New York, N. Y.—Dusenbery & Co. have succeeded H. Dusenbery & Co. J. Warren Dusenbery, partner of the late Henry Dusenbery, is the senior member of the new firm.

Rochester, N. Y.—Frank J. Amsden, a stock and grain broker, has filed a voluntary petition in bankruptcy in the U. S. District Court at Buffalo. Liabilities, \$54,330; assets, \$5,052.

New York, N. Y., Jan. 4.—It was the general opinion among commission men that after the holidays the market would become active and stronger, but owing to another, and the heaviest, snow storm this season, business is practically at a standstill again. Trucking is almost impossible, lighterage deliveries slow, on account of ice in the river, very little or no trade, and with all railroad terminals well supplied with hay, the chances for a better market are not so encouraging. No. 1 and good No. 2 still have the call, at top figures; but all other grades are plentiful, with prices in favor of buyers. Let any good hay come forward now.—Gilbert Plowman & Co.

New York, N. Y.—The New York Central Railroad has issued the following notice: The existing arrangements whereby hay or straw consigned to New York of Weehawken, "lighterage free," is given the privilege of unloading and inspection at Thirty-third street or Thirty-sixth street, and subsequent free lighterage in New York Harbor or free floatage to Brooklyn deliveries has induced a concentration of hay traffic at 33-36th street terminal, which has for several years past kept the hay warehouses filled and crowded the yards, and tied up large numbers of cars with hay, awaiting discharge into the warehouses, and our facilities have been so overtaxed that it has been necessary to embargo New York hay traffic during a large part of the time for several years past, with dissatisfaction to all concerned. On account of the bulky and inflammable character of this traffic, it is impracticable



to furnish storage space in our wooden warehouses and piers, and we must therefore require that hay or straw for New York or Brooklyn shall hereafter be consigned from point of shipment to its final station or pier destination; and, taking effect January 1, 1905, a reconsignment charge of \$3 per car will be applied for change of destination held at our rail terminals in cars; or (in lieu thereof) hay or straw which has been unloaded into 33-36th street hay warehouses and re-ordered to other deliveries in New York City will be subject to 3c per 100 pounds additional local freight rates from 33-36th street to other New York or Brooklyn stations or to 3c per 100 pounds for lighterage if harbor delivery by lighter is required.

#### BUFFALO LETTER.

More eltr. capacity here is demanded. One large capitalist holds that about 10,000,000 bushels more capacity should be provided by the railroads, as their control of the eltr. situation prevents individual undertakings.

Chief Inspector Shanahan of the Chamber of Commerce has gone to the Island of Jamaica on a six weeks' vacation trip. The office reports a liberal amount of corn and oats coming in on track, which is stopped off far enuf out to give the inspectors plenty of exercise. The grain is arriving in very good condition.

The two tickets for the Chamber of Commerce election are out, but are not as competitive as they should be, as H. J. Pierce, the automobile manufacturer, heads both tickets. The grain interests are represented by R. W. Chapin, S. M. Ratcliffe and D. M. Irwin, all of whom are expected to make good runs. The election takes place on the 11th. The organization is in excellent condition.

The still considerable car shortage hinders the filling on any sort of good time the orders that do come in. Especially is it hard to get anything to points on the New York, New Haven & Hartford, which line has been under embargo for some time. The freight-carrying situation is growing more unsatisfactory every year and a general revival of the canals, already well under way in Europe, may yet be necessary in this country.

The Ontario Eltr. case develops nothing new yet. The owner, A. J. Wheeler, has made his proof of loss to the insurance agents who wrote the policies, but they simply turned the matter over to a committee of special agents of the companies and are waiting for their report. It is expected that they will refuse to pay anything on the policies. The pumps are still raising grain out of the water alongside the ruins, which do not appear to have been molested much of late. Mr. Wheeler has been appointed receiver of the broken German bank, which is said to be good for \$50,000 in gross.

The "boys" on 'Change had a splendid time after business was at an end on the last day of the year. It all came just right. The tickers stopped early and next day was Sunday, so there was time in plenty for both at and afterwards. A good piano was provided, there was a kazoo band made up of the members and a performance of the vaudeville order was the order of the day. Refreshments were provided, not excluding some good cider furnished by a member and when the non-performers came to sum it up afterwards they said it was far ahead of any rough house they had ever seen put thru on the

floor. The vote is for a return of the day this year.

The getting in of the late grain fleet is still exercising the energies of the marine and eltr. interests. It has been a great work and for that reason Christmas did not see everything in shape this time, tho that has been the rule in other seasons. Three or four cargoes are to come out and then the winter-storage cargoes must be looked to and not allowed to get frozen in so that they cannot be reached when wanted. Now afloat to be held till wanted, 4,500,000 bus. of grain and flaxseed, much more than the usual amount, tho there wud have been much more than there is if there had been room for it here.

The annual banquet of the Chamber of Commerce was a pleasant and profitable affair, especially as it was the occasion of the giving of two expert opinions on the railroad rate situation. Vice President Caldwell of the Delaware, Lackawanna & Western, who spoke for the carrier, held that the roads needed protection more than the shipper needed protection from them. Rates had not advanced of late as much as other things. As to clothing a court with legislative powers he had never heard of such a thing, and yet that was what the Cooper-Quarles bill sought to do with the Interstate Commerce Commission. It was unjust to treat the railroads in any way different from other interests. Attorney John D. Kernan of Utica argued that the bill did not give the commission legislative powers, as it was by it simply empowered to declare a rate unfair on consideration after complaint had been made. The roads would make all rates as now. The railroad rate determines where business shall be done and who shall do it, even to farm products, which pay 60 per cent of the \$1,500,000,000 that make up the railroad freight earnings of the country annually. This power is too great to be left to half a dozen individual railroad magnates.—J. C.

#### NEW JERSEY.

Jersey City, N. J.—The Anderson Puffed Rice Co. incorporated, \$75,000 capital stock, to deal in grain and cereals and all grain and cereal products. Incorporators, Louis B. Dailey, B. Stafford Mantz and Jos. M. Mitchell.

#### NORTH DAKOTA.

Voltaire, N. D.—A farmers eltr. is contemplated for Voltaire.

Mannhaven, N. D.—The eltr. of I. P. Baker has been nearly completed.

Glen Ullin, N. D.—The eltr. owned by the Mandan Mercantile Co. burned recently.

Litchville, N. D.—A movement is on foot for the erection of an eltr. by the farmers.

Kulm, N. D.—The Powers Eltr. has been closed and the agt., Peter, Korpin, has gone to Medina to take charge of the eltr. there.

Bismarck, N. D.—The house of representatives on Jan. 5 adopted resolutions protesting against the importation of foreign grown wheat in bond.

Wishek, N. D.—Gackle & Ziegenhagel have leased the eltr. of the Osborne-McMillan Eltr. Co. for the balance of the season. Fred Ziegenhagel is buyer.

The Soo Line will send a special pure seed train thru North Dakota in charge

of the North Dakota Agricultural College for the instruction of farmers who will be called together at all stations on the line. A splendid exhibit of samples of the new varieties including durum wheat, Russian oats and hardy vegetables will be prepared.

#### OHIO.

Chillicothe, O.—John S. Marfield, of the Marfield Milling Co., suffered a stroke of apoplexy Dec. 29.

New Carlisle, O.—I would not want to be without the Grain Dealers Journal while in the grain business.—J. F. Plice.

Cincinnati, O.—The grain receivers have petitioned the railroad companies to send out notices of car arrivals by noon of all business days and by 11 o'clock Saturdays.

Cleveland, O.—Fred Abel, of Abel Bros., was married Dec. 25 to Miss Selma Hoffman, of Cincinnati. After a trip to New York, Baltimore and Washington, they will make their home in Cleveland.

Toledo, O.—The United Grain Co. will install two 48-ft. Howe Standard R. R. Track Scales, of 100-ton capacity and equipped with Howe Patent type Recording Beams, furnished by the Borden & Selleck Co.

Columbus, O.—L. F. Miller & Sons of Philadelphia, have brought suit against the Columbus Grain & Eltr. Co., to recover \$382, freight charges, drafts and expenses alleged to be due as overpayments on carloads of grain.

New Moorefield, O.—Millers wud save time and money and prevent discord by confining their bids to eltr. operators. Fair consideration of the eltr. operator's interest will prompt him to favor the miller when he has choice milling wheat to sell.

Cincinnati, O.—Jos. Nelkin has brought suit against Lewis L. Applegate and Harry M. Foster for \$1,200 alleged to have been lost in the Phoenix Grain & Stock Exchange. He demands also, in addition to his alleged losses, a \$500 penalty.

Cincinnati, O.—The weighing committee has recommended an amendment to the rules providing that weighers holding Chamber of Commerce appointments shall not be permitted to weigh commodities in which they are interested as buyers or sellers, nor shall they nor their deputies be employees of either buyer or seller.

"The miller says the reason he bids wheat growers of my section direct is because I do not sell him. I have sold him wheat but his bids are generally 1 to 2 cents below others and I do not feel I am under obligations to sell at a loss. What is worse, he bids the growers just as much as he does the regular trade. No elevator owner can afford to do business with such a miller."—Shipper.

Dealers in the western part of Clark County, Ohio, are suffering because the corn buyers at one point persist in paying more for that grain than can be obtained track that station. Blind selfishness prompts distillers, as well as others, to do some very foolish and expensive things in hope of "getting even" or maybe "ahead" of that "bull-headed competitor," who is just as anxious as anyone to realize a living profit. The non-combatants at nearby points altho not to blame are forced to suspend business or

pay more than they can get for corn. Stop fighting, be reasonable, tolerate your competitor and permit him to do business at a profit.

Sidney, O.—I sold my eltr. and mill at Sidney to free myself from too much labor and care, but retain my eltr. at Dawson, which with my other interests, make all that I care to look after. Half my life has been put in in the grain business and while to me it has been profitable and pleasant I do not expect to again assume the active management of an eltr., altho largely interested in the buying of grain. I think the Grain Dealers Journal very valuable to the grain trade and especially to those who wish to buy or sell eltr. property.—E. J. Griffiths.

## TOLEDO LETTER.

Comparing the receipts of wheat, corn and clover seed on this market for the years 1903 and 1904, the past year shows a marked falling off.

The largest carload of oats that has ever come to Toledo arrived one day last week for Reynolds Bros. It was consigned to the Toledo Grain & Milling Co. and contained 2,503 bus.

The total eltr. capacity in Toledo is about 8,000,000 bus. During the past year the former capacity was decreased 800,000 by the destruction by fire in July of the Michigan Central house.

Frank I. King, very popularly known as "Our Boy Solomon," enjoys the merited distinction of being the only grain man in Ohio in the electoral college. He is a staunch republican and every inch of him is for Roosevelt.

The Exchange now has a membership of 85. The latest acquisition to the list during the past couple of weeks was Frank R. Moorman, who is with G. B. McCabe & Co. The only death during the year was that of James Blass.

While the official visible supply credits Toledo with only 388,696 bus. of wheat, it is estimated that the 3 big exporting flour mills are in possession of at least 1,500,000 bus. not included in the report. The National Milling Co. is reported to have between 600,000 and 700,000 of this amount, the Isaac Harter Co. an equal amount and the Northwestern Eltr. & Mill Co. 150,000. All other mills throughout this section are well stocked with wheat. However, confining the visible supply to these three mills and Toledo public eltrs. and it amounts to nearly five times what the official report allows. And taking in what is in stock in elevators and warehouses not counted as public, the visible supply even becomes greater than that.

The past year, as it pertains to business done by Toledo grain men, was not one highly satisfactory. As the United Grain Company stated in one of its letters—"While the year has not been entirely satisfactory, still on the whole it was fairly up to the average. The crop of wheat was inferior in quality making contract stocks very light. This attracted bull muscle and we have had high prices with plenty of breaks to make the speculative element interesting. The new corn movement started a little too early; some hot corn at first but quality now is fairly good and crop is large. We had a large oats crop of excellent quality with prices good and movement very free. Clover seed is a short crop but the price has made up to the former loss in quantity. We have handled our share of the crops and have

made fair interest on our money invested."

Members of the Exchange welcomed the New Year in rather a severe manner. The trading for 1904 was nearing the close when some member, who had quietly sneaked to the dome of the Exchange room, threw a peck of wheat upon the unsuspecting members on the floor below. This gave the start for a battle royal and pandemonium ruled for about an hour. From the gallery came bags of corn and flour and when the hour of 12 came, the Exchange floor could hardly be seen for the heavy rain of grains and flour. Wet towels were also resorted to and this drove many to cover. Telegraph operators sought places of safety and as their instruments called they had to be shielded from the storm and rain of the hour. There was no business to speak of done in the closing hour. Hats bore dents and very few of those on the floor escaped with clean clothes. Window panes were broken and the room in general presented a besmirched appearance. The best of spirits and good nature prevailed until closing time.

The Toledo Produce Exchange has elected the following officers for the ensuing year: Pres., E. L. Southworth; first vice-pres., F. O. Paddock; second vice-pres., C. L. Cutter; Sec., Archie Gasaway; asst., sec., Wallace Applegate; treas., Fred W. Jaeger; board of directors, J. J. Coon, Frank I. King, F. J. Reynolds, C. S. Burge, W. H. Moorehouse, J. E. Rundell, E. W. V. Kuehn, W. E. Cratz, C. S. Coup and W. H. Haskell. The last three are new members of the directorate. The new president succeeds Otis Beverstock, who has quit the grain business and is at present engaged in looking after mining interests in Colorado. T. A. Taylor, former vice-pres., has been in the South for some time in quest of a better climate for his health. William R. Worts, former second vice-pres., has removed to Chicago to look after grain interests there. The new president of the Exchange has been a member of that body for the past 34 years. Ed Culver is chief grain inspector.—H. D.

## OKLAHOMA

Perry, Okla.—E. J. Miller will build an eltr. and cotton gin at Perry.

Alva, Okla.—The Alva Roller Mill Co. has increased its capital stock from \$75,000 to \$100,000.

## PENNSYLVANIA.

West Point, Pa.—Leshar W. Mattern has succeeded Moyer & Mattern.

Philadelphia, Pa.—W. B. Depuy & Co. is the name of a new grain firm recently organized.

Philadelphia, Pa.—Ed. Richardson has been admitted to partnership with his brother, Wm. M. Richardson, in the firm of Richardson Bros.

Philadelphia, Pa.—Jos. J. Rogers, an esteemed member of the Commercial Exchange, committed suicide recently while suffering from melancholia.

Pittsburg, Pa.—The Wabash railway inaugurated its entrance into Pittsburg Dec. 22 by hauling a carload of corn into the city. The car, Wabash No. 65,730, started from Laporte County, Indiana, with a consignment of 1,500 bu. of prime yellow ear corn for Daniel McCaffey's Sons Co.

## PITTSBURG LETTER.

Bran is just about holding its own, but there is no real spirit in trading. Middlings have been very dull for a long time, and so they still continue. Receipts are fairly liberal, and outside prices can hardly be realized at all.

Wheat and oat straw, if sound, are in fairly good demand. Lower grades not receiving attention. Arrivals of desirable quality are moderate and are easily sold. Rye straw is discouraging, and has steadily lost ground in the matter of price for several weeks.

There is really no market for rye. Never at this time of the year are large buyers in the market, and the few who are purchasing are not taking any quantity of which to speak. Prices went down recently, and even at the decline there is a neglect of this grain which is quite marked.

Receivers are requesting shippers to refrain from shipping much stuff here via the Wabash terminal, for the reason that switching facilities are at present limited. That railroad is now making preparations to extend its accommodations in this line, but as yet there is little opportunity for placing cars which arrive by that route.

Geidel & Co. of this city had the honor of receiving the largest car of hay ever handled in this market. It was No. 16,179, on the Baltimore & Ohio and weighed 48,765 pounds, contained in 495 bales. Dealers are not anxious to receive many cars of so great size, for limited storage facilities prevent their being acceptable to buyers.

Shelled corn, which was draggy and dull under the influence of heavy receipts a couple of weeks ago, has toned up considerably, and is moving out much more freely at advanced figures. There is no special demand for increased shipments, however, as there is enough to take care of all comers with the present average receipts, and there is no reason why shippers should increase the quantity sent forward.

The oats market is fairly steady, and quotations are held at an unchanged level. They sell about as fast as they arrive, when of desirable quality, but price appreciation is hard to bring about. Since the first of the year there has been a good demand, with receipts just about equal to it. Dealers allowed their stocks to run low toward the end of the old year, for inventory purposes, and since then have had to come into the market.

There is a steady ear corn situation, and shippers need have no hesitation about keeping consignments coming forward, for there is inquiry enough to take care of fairly liberal receipts. Quotations are holding firm, with top figures not hard to obtain for good stock. There was no let up to the demand during the closing days of the year, and stocks have never been allowed to accumulate, supplies having kept on the move from buyer to seller without intermission.

From the time of the commencement of the holiday season, with Christmas week, disappointment has been the fate of the hay and grain dealers of Pittsburgh, but it has been the kind of disappointment that rejoices instead of annoys. The prophets had all been talking of the lack of business that would attend the festival season, basing their prognostications on the experience of past years. But this time it was proven that there comes a period always when the past is not a safe



guide for the present. Hay, which had been very dull for some weeks, suddenly took unto itself firmness, and went forward in price while selling rapidly. When the year closed the tracks were all clean of stock, and it was found that quotations for timothy had advanced. During the week that closed the year receipts were liberal, an average of 70 cars a day being handled on the tracks of the Pennsylvania lines, the most of this being hay. Other lines did not show up so heavily in the matter of arrivals, and all that came forward was readily absorbed. Since the opening of the year it has been found that the improved conditions were substantial, and have been maintained. Another feature that has been most gratifying is that there has been very little poor hay, and this has been in accord with the desires of both buyer and seller, for inferior stock is not wanted, receiving but scant attention from the purchaser, and, therefore not wanted by the dealer. Clover hay is still scarce. There is a very urgent demand for clover mixed hay of 50 per cent clover and over. The prairie hay market remains dull, with demand slow.—C. H.

### SOUTH DAKOTA.

Loomis, S. D.—Jas. Grace is buyer for the Truax & Betts Eltr. Co.

Doland, S. D.—H. G. Joy, formerly at Gary is now mgr. for the Atlas Eltr. Co.

Centerville, S. D.—The 15,000-bu. eltr. for C. W. Thompson has been completed.

Willowlake, S. D.—Andy Frohlich is now agt. for the Northwestern Eltr. Co. at Willowlake.

Gary, S. D.—L. I. Greeley has succeeded H. G. Joy as mgr. at this point for the Atlas Eltr. Co.

Mission Hill, S. D.—The eltr. being erected by Morrison & O'Neil has been nearly completed.

Bancroft, S. D.—Frank Frohlich has succeeded Andy Frohlich as grain buyer for the Northwestern Eltr. Co.

Yale, S. D.—A 20,000-bu. eltr. has just been completed for Thos. Gartland, of Parker, by the Younglove Construction Co.

Wilnot, S. D.—H. J. Miller, mgr. for the Miller Eltr. Co., was married in Minneapolis recently. The eltr. was closed during his absence.

Sioux Falls, S. D.—Robert Meldrum, who has been buying grain this season at Flandreau, is now buying grain at this point for Larkin & Thompson.

Fairfax, S. D.—Torrence Bros. & Co., of Tabor, have let the contract to the Younglove Construction Co. for the erection of a 20,000-bu. eltr. at Fairfax.

### SOUTHEAST.

Richmond, Va.—W. G. Bragg has removed his brokerage and commission business to 1107 East Carey street, where he occupies 5 floors and the basement, with excellent railroad and warehouse facilities to handle his increasing consignments.

Mobile, Ala.—The Williams & Fitz-Hugh Co., of Memphis, has leased the terminal eltr. of the M. & O. Ry. The eltr. will be improved and the capacity increased to 250,000 bus. A No. 6 Hess Drier, with a capacity of about 12,000 bus. daily, and will be installed for drying export corn.

### TENNESSEE

Memphis, Tenn.—The annual meeting of the Merchants Exchange will be held Thursday, Jan. 19.

Springfield, Tenn.—A. B. Porter, of Porter & Osborne, will build a 100,000-bu. eltr. to cost \$25,000.

Nashville, Tenn.—The Grain Dealers Assn. will give its annual banquet on the evening of Jan. 12 at the Maxwell house.

Nashville, Tenn.—Miller & Co., dealers in grain and hay, are sending their friends a box of lead pencils as a Christmas present.

Mt. Pleasant, Tenn.—The plant of Hunter & Mankin, which burned Oct. 31, will be rebuilt. The eltr. will have a capacity of 50,000 bus.

Memphis, Tenn.—The rules of the Merchants Exchange have been revised by a committee which recommends that the new rules be made effective Feb. 1.

Southside, Tenn.—The Southside Milling Co. incorporated, \$5,000 capital stock. While drilling a well on the property of this company a vein of lead and silver was struck which promises to be valuable.

Nashville, Tenn.—Williams & Anderson have secured rooms in the Arcade and will establish an up-town office. This company is back of the movement to have the Nashville Grain Dealers Assn. secure a whole floor of the sky-scraper which is to be erected soon.

Nashville, Tenn.—The Hogan Grain Co. has distributed, with profligate hand, drafts on the "Bank of Good Times, Everywhere, Always," and some of the recipients who attempted to draw the whole amount New Year's Day took on such a gigantic jag of joy as to be overwhelmed.

Memphis, Tenn.—The Manufacturers Distributing Co. incorporated, \$25,000 capital stock to deal in hay, grain and groceries. Incorporators, H. B. Anderson, W. A. McGuire, A. H. Goodman, J. C. Nixon, J. P. Gentry, of Memphis; T. J. Taylor, or Sardis, Miss.; W. G. Bailey and W. G. Davis, of Bailey, Tenn.

Memphis, Tenn.—R. L. McKellar, who has been promoted to the position of asst. freight traffic mgr. of the Southern Railway with headquarters at Louisville, Ky., recently was presented with a handsome chest of solid silver by the grain dealers and millers of Memphis, whose highest esteem he has won during his several years' connection with the Southern Railway. In presenting the tribute of their affectionate regard Pres. W. G. Thomas of the Merchants Exchange read a letter in which the Williams & Fitz-Hugh Co., Yates & Donaldson Co., Webb & Maury, Wisner & Co., Arthur R. Sawers and Davis & Andrews express their regret at Mr. McKellar's departure and offer their sincere wishes for his continued advancement. Mr. McKellar responded feelingly, and, referring to the silver service said: It is very suggestive as an inducement to matrimony, and it certainly looks as if it is up to me to continue to put forth my best efforts in that direction. If the next girl I court says she is opposed to "free silver," I will simply say to her that she is of the tinfoy class and can marry the other fellow; that as for me, I was president of the Merchants Exchange in 1901.

### TEXAS.

Rite your representatives in Congress to support the Quarles-Cooper bill.

Terrell, Tex.—The Terrell Milling Co. is building a grain eltr.

Ladonia, Tex.—J. R. Eaton's warehouse containing about 50 tons of hay was burned Dec. 3. Insurance \$2,000.

Houston, Tex.—The Lane City Rice Milling Co. has filed an amendment to its charter changing its corporate name to the Standard Milling Co.

Houston, Tex.—T. M. Kennerly, referee in bankruptcy, has declared a dividend of 25 per cent on all claims against the T. H. Thompson Milling Co.

Valleyview, Tex.—The farmers contemplate the erection of an 80,000-bu. eltr. and 150-barrel mill, to be completed by June 1, 1905.—J. B. Wells, Sanger.

Ft. Worth, Tex.—The new plant of the Medlin Mill & Eltr. Co. is in operation. The steel tank eltr. adjoining the mill, has a capacity of 300,000 bus. and is the largest of its kind in the world.

Britton, Tex.—F. S. Windle has succeeded Windle & Wilemon, W. P. Wilemon having sold his interest to Mr. Windle and retired Jan. 1. About \$75 worth of damage was done to the plant recently by fire but the loss was covered by insurance.

Galveston, Tex.—Exports for the 4 months prior to Jan. 1 were 32,000 bus. of wheat and 620,245 bus. of corn; compared with 8,388,631 bus. of wheat and 833,453 bus. of corn for the corresponding months of 1903, as reported by C. McD. Robinson, chief inspector of the Galveston Board of Trade.

Members of the state assn. who have delayed writing Secy. Dorsey their opinions regarding the freight rates on grain proposed by the state railroad com'n will be forgiven if they will reform and rite all about it quick. The Com'n asks for suggestions and Secy. Dorsey will appear before it in your interest. What shall he suggest? The time to act is short. Sit down, write it out and help Dorsey to help your business.

One of the most important changes in railroad rates affecting the grain dealers of Texas will be made by the State Railroad Commission as the result of the hearing to be given Jan. 17. A circular showing the old and new rates has been sent to members of the Texas Grain Dealers Assn. for their information and to assist them in forming an intelligent opinion on this involved question, by Secy. H. B. Dorsey, who will be present at the hearing as the representative of the Assn. Grain dealers who do not expect to attend the hearing should acquaint Mr. Dorsey with their views.

Our Association has all along used its influence in trying to have the obnoxious Occupation tax, levied against them, repealed, and at last state democratic convention, we secured a form of platform demand, for repeal of the tax. The Legislature will meet on the 10th inst., and it is important that each of our members, where it is possible, to personally interview their representative and state senator, and invoke their assistance in repeal of the occupation tax at the coming session of the Legislature. As time is very short, I trust each member will give this matter his first attention, and where it is impossible to have a personal interview, please take time to write each of your representatives and state senator.—Secy. H. B. Dorsey.

### TEXAS LETTER.

The Louisiana Commission has removed all restrictions on shipments of oats and

corn to Louisiana. This action of the Boll Weevil Commission has caused considerable satisfaction among the grain men.

Kaw, Okla.—The Kaw City Mill & Eltr. Co. has sold out to the Farquharson Eltr. Co.

Morgan, Tex.—The McNew Mill & Eltr. Co. plant has been sold to W. J. Watkins.

The Railroad Commission of Texas has made a ruling that shorts shall take the same rate as bran. This matter has been in controversy some time and there was no definite ruling on the matter, but this action will settle the question.

Dallas, Tex.—The New Century Milling Co. has announced that at the present time it will not make the contemplated improvement of adding 500 barrels to its capacity. This company is interested in the recent purchase of the Cameron Milling Co. properties at Ft. Worth.

Waco, Tex.—The old Cameron Mill, from which the machinery was removed several years ago has been purchased by Frank Bell of Wichita Falls. The Seley & Early Grain Co. of Waco, are also interested in the purchase and it is understood that machinery will again be installed and the mill put in operation.—J. S. W.

## UTAH.

Salt Lake, Utah.—The Grain & Produce Exchange has held a meeting to protest against the discrimination against the city in rates on corn from Missouri River points. The rate to Utah points is 50 cents, and the rate to California points, hundreds of miles farther, only 3 cents additional.

## WASHINGTON.

Georgetown, Wash.—The Palmerton-Harvey Grain Co., of Seattle, has succeeded Aggers-Wilson Grain Co.

Walla Walla, Wash.—Wm. Barker has been arrested for stealing grain while it was being transferred. He sold it to local feed men.

## WISCONSIN.

Eau Claire, Wis.—Bergman & Craemer will build a 40,000-bu. eltr.

Milwaukee, Wis.—Memberships in the Chamber of Commerce are selling at \$485 net to the buyer.

Greenleaf, Wis.—O. C. Korotey has purchased a lot near the railroad and intends building an eltr.

Eleva, Wis.—The 10,000-bu. eltr. of the Northern Grain Co. burned Dec. 23. It will be rebuilt immediately.

Superior, Wis.—The Duluth-Superior Milling Co. has made application to the government for the bonding of the Listman Mill, Eltr. and Warehouse, to grind Canadian wheat.

Milwaukee, Wis.—B. W. Franke & Co. have dissolved partnership, B. W. Franke having purchased the interest of F. W. C. Krull. The business will be continued under the old name.

Stoddard, Wis.—The W. W. Cargill Co. contemplates the erection of eltrs. at Stoddard, Viroqua and Coon Valley. The eltrs. will be completed in time to receive the crop next fall.

Milwaukee, Wis.—Theodore A. Hauschel has retired from the firm of Hotte-

lett & Co., dealers in grain and feed, to become mgr. for the Atlantic Export Co., of which he is vice-pres.

Superior, Wis.—The Kimball-Welch Co. incorporated, \$2,500 capital stock, to do a general grain, bond, commission and brokerage business. Incorporators, Byron Kimball, Frank Ericson and Geo. B. Hubnall.

## MILWAUKEE LETTER.

Transfers of memberships have been made to J. T. Drought, C. H. Morse, R. E. Jones, Jas. K. Ilsley, G. S. Savage and Jas. Crighton.

To become a member of the Chamber of Commerce now costs upwards of \$500, which is an advance over sales made a fortnight since. That price is net to the seller and has been realized on recent transfers.

There is a brisk demand for rye, and No. 1 sells above 80c. The corn market does not show much activity outside of the local feed trade. Oats hold firm under larger receipts. The inquiry for seeds of all kinds is small, altho prices paid are fair.

The merchants of this city are taking great interest in lectures conducted under the auspices of what is described as a school of scientific salesmanship, and a large number of local firms have enrolled employees in the institution. An authority on 'Change is quoted, however, as saying that in his opinion salesmen, like poets, are "born not made."

A good deal of feeling has been stirred up here by Congressman Mann's wordy assault on E. P. Bacon of this city, who has given freely of his time and money for years past in trying to secure efficient government regulation of R. R's, and the action of members of the Chicago Bd. of Trade in publishing the expression of their regret at the occurrence is heartily appreciated.

C. A. Tupper, who for a number of years past has been E. P. Bacon's secretary, and chief clerk to the latter's firm, will enter the service of the Allis-Chalmers Co., but he states that he will still have an interest in the main business and spend a portion of each day on 'Change. His present employers expect to have him back with them again, altogether, by the opening of another shipping season.

Milwaukee traders are greatly aroused over a cowardly attack on the commercial editor of the Evening Wisconsin, Thos. Andrews, whose duties bring him into constant contact with the boys on 'Change. An amateur prize fighter, incensed by a reference to himself in the paper, for which Mr. Andrews writes some sporting items, waylaid him, knocked him down and kicked him in the face several times; inflicting severe injuries.

Difference of opinion still exists here as to just what is meant by the term "current rate" when applied to charging interest, as provided for by the new commission rule, and the Directors of the Chamber have been asked to decide the matter. A ruling is expected soon. Meanwhile some shippers are contending that local firms charge more than is warranted, and it is said that business is being diverted elsewhere in consequence.

Archie M'Fayden, the keen-eyed Cerebus of the Chamber of Commerce, rejoiced not many days ago in the 37th anniversary of his service as a doorkeeper.

At the time he took the place Wm. Young was pres. of the Exchange, but that genial trader and nearly all his bustling rivals of the pit, who once claimed for Milwaukee the greatest primary wheat market in the world, have passed beyond the reach of the familiar call.

Comment has been caused here by the recent decision of the Supreme Court of North Carolina holding that a R. R. is bound by the common law to convey goods shipped over its line within a reasonable time on penalty of the collection of damages for loss by reason of delay. It is proposed to send for a copy of the state law fixing the amount of the penalty, with a view to drawing a similar one for presentation to the Wisconsin legislature.

W. M. Bell & Co. have joined the Merchants & Mfrs Ass'n, which is now working in close union with the Chamber of Commerce for the betterment of local trade conditions. That ass'n has long wanted to have Mr. Bell for a member, on account of his familiarity with transportation questions, and he is likely to find a good deal of work cut out for him in the near future. "Wally" is known to be good natured and committee work is thrust upon him without stint in all of the numerous organizations to which he belongs.

During the calendar year just past shipments of wheat from this port increased 50 per cent, barley 10 per cent and rye 5 per cent. Oats fell off 25 per cent and corn only slightly. A notable gain in receipts was that of 400 per cent in wheat for the use of Milwaukee millers, who did their best to stimulate the local market by leaving good milling samples on the tables untouched and paying as much or more than was asked here for grain to be shipped in from other lake ports. Were it not for the growth of the shipping trade to Eastern centers of consumption, this market would be in a bad way.

The annual New Year's frolic did not take place this year, much to the disappointment of a large crowd of visitors, who expected to look from the gallery and sheltered corners of the trading room upon the usual scrimmage and "cutting up" of the boys on 'Change. In lieu of this they were treated to a very tame specialty show, in which local talent was represented only by a coon from a boot black's stand, and to an alleged concert by several pieces of a local band. It was all sedate and dignified and tiresome; and the grannies who cut out all the fun were "gratified."

Now that the holidays are over, trade in barley is picking up again and receivers look for a good market during the latter half of the month, as stocks in the hands of brewers and maltsters are said to be getting quite low. Choice and medium grades sell the most readily. Reports from the country vary a good deal as to the percentage of the crop still in first hands, but in many localities the grain seems to have been pretty well shipped out. There is every prospect that, as the season advances further, prices will stiffen up, and that there will be a wider range between the best qualities and off-grades.

In the death of D. Lloyd Jones, referee in bankruptcy, not only Milwaukee but this entire section of the country has suffered an irreparable loss, for he was one of those who cast off the politely indifferent and apathetic mien of the judiciary and took a real interest in the cases that came before him. Many a scamp who



was anxious to defraud his creditors changed his mind under the searching questions put to him by the "easy" looking court officer, and receivers who put in excessive bills for services, were made to feel like culprits by a sharp reprimand from the bench. His rulings were marked by rigid justice.

Members of this board are stirred up over the receipt of B's/L from shippers on the C. & N. W. ky. which have stamped across their faces in red ink the words "Not Negotiable or Transferable." On others the stamp does not appear and "Negotiable" is written. It looks as tho that line of road had sent out stamps to its agents with orders to use them but that some shippers will not submit to it. Steps are now being taken to find out just what it all means. If the N. W. road is trying to enforce one of the most ob-

noxious and senseless features of the proposed uniform B/L, it will meet with firm opposition on the part of the Milwaukee Chamber of Commerce.

Latest advices are to the effect that the grain dealers of Superior who attempted to foist upon the trade in Wisconsin a system of state grain inspection have given up the project of reviving the bill which met with defeat at the last session of the legislature. Until within the last week or so it was intended to put a strong lobby at work in Madison in the interest of such a measure, but saner counsel has prevailed. For the past year eastern buyers have maintained a private inspector at the upper lake ports, and this system has shown very good results. It amounts to about the same thing as selling by sample, and there seems to be no need of a change at present.

Some of the leading merchants and manufacturers of the city are making provisional subscriptions to stock in a belt line which is being projected, and the names thus far given out appear to be a good guarantee of the financial success of such an undertaking, but there remains for solution the question, "How can a belt line get past the R. R. cohorts of the common council and the others any more than the numerous other roads that have tried to get a right of way into the town and signally failed?" What Milwaukee needs primarily is a man like Folk of Missouri; the rest would follow. Graft rears its hideous head everywhere and even some commercial bodies which ought to furnish models of fair and upright dealing are not free from the suspicion of illicit practices on the part of controlling influences.—I.

### Suggestions for Shippers.

BY F. R. CRISSEY.

Claims for loss on account of delay in transit are ordinarily refused by the railroad companies on the ground that they do not agree to deliver freight at destination within any specified time. In view of this would it not be well for shippers to insist upon having a provision inserted in the billing to cover a period beyond which the property shall not be allowed to remain in transit? Probably they would not be successful in their demand, except at competing points, but it would strengthen their position later, in case it became necessary to file a claim, and concerted action along this line might lead to a better recognition of the right of the shipping public to have reasonably prompt service guaranteed.

\* \* \* \* \*

Dealers who remove to other stations, or buy other elevators than the ones they are operating, will save themselves and their commission houses much trouble by writing to the latter and informing them of the facts. Even tho the growth of associations has largely put a stop to the practice by regular buyers of "scooping" at nearby stations, it has not been altogether discontinued, and receivers have to be on their guard against incurring the ill-will of one of their shippers by aiding the wrong-doing, so to speak, of another. At the same time they do not wish to offend the first-mentioned by showing any suspicion that he may not be doing just right, when he may, in fact, have acquired an elevator at the new station. It is also well to send a notice to the Journal, in order that the matter may be given the widest possible publicity in the trade.

\* \* \* \* \*

Shippers whose business warrants the investment can secure the right to half commissions by buying a membership in one of the smaller grain exchanges of the country where the price is low and the annual dues are small. The latter is an important factor to be considered, for sometimes it is found that memberships on one of the minor boards are selling at a "bargain" price on account of the amount of the yearly tribute. On the other hand, what appears to be a relatively high value may be due to the fact that a certificate entitles the owner to an interest in property which is worth the investment and will yield a good return later. Many who became members of progressive, though small, associations a number of years ago are now in a position to sell their certificates for several times what they paid for them. Then there are gratuity funds and other advantages incident to membership in various exchanges which should be taken into consideration. If a dealer thinks of joining some board, as many are doing at this time, he will do well to write to different markets and secure as full information as possible on these points. Any commission merchant or other receiver whom he knows will be glad to post him as a matter of business courtesy, if for no other reason, and he will not be importuned to join any association, as none of these are in the habit of canvassing for members.

### Screenings.

Grain of standard quality is defined by the Bureau of Chemistry of the Dept. of Agri. as fully mature, air-dry and practically free from insects, rusts and molds, foreign seeds, dirt and other foreign substances. The standards are being revised, and will serve as a guide to state and national pure food officials and the courts of justice. Suggestions on definitions should be sent to Dr. Wm. Frear, special agent of the government, State College, Pa.

So far Argentina has lacked a large permanent wheat-producing population, and its future is in this respect extremely uncertain, because the present supply of labor may be greatly and permanently reduced at any time. It is a unique problem; and although Argentina is now sending large quantities of wheat to European markets, the growth of this export movement, and even its continuance, are somewhat problematical.—John Hyde, Statistician of the Dept. of Agri.

A Duluth writer has had his "attention directed to many soap manufacturers who had turned their soap kettles onto linseed oil," alleging these manufacturers required 40 to 60 barrels daily. It is safe to say that linseed oil never will be used on an extensive scale for the manufacture of soap. The peculiar drying quality of linseed oil is worthless in soap, tho extremely valuable in a paint. For toilet soap other oils must be used, while for common soap we have cheap grease.

Why does popcorn pop? The department of agriculture answers the question, which was propounded to it by a small boy. Popcorn pops by reason of the volatilization of the oil contained in the kernel by heat. Field corn does not pop because the outer portion of the kernel is more porous, permitting the escape of the oil as it volatilizes, while in the case of popcorn a great pressure is developed in the kernel by the confined oil and the kernel is suddenly exploded and turned wrong side out.

Exports of breadstuffs during the eleven months prior to Dec. 1, as reported by O. P. Austin, chief of the Bureau of Statistics, included 12,219,173 bus. wheat; 38,314,984 bus. corn; 1,026,245 bus. oats; 94,019 bus. rye and 6,976,306 bus. barley; compared with 67,219,173 bus. wheat; 86,659,013 bus. corn; 1,415,075 bus. oats; 2,689,834 bus. rye and 7,921,025 bus. barley for the corresponding eleven months of the preceding year. The total value of these grains exported during the eleven months was \$35,212,614; against \$108,105,175 worth during the corresponding months of 1903.

Utility or commercial value should be the basis of all plant-breeding work. It is held by some that if prize-winning ears of corn do not yield grain in equal amounts with their less distinguished fieldmates they are not entitled to first consideration when it comes to seed selection. According to the same talent practical farmers who grow corn for sale or feeding should use those varieties which produce the largest yields, even if the ears are thirteen inches long and eight inches in circumference—a type which the score cards would condemn.—Breeder's Gazette.

## Important Decision Regarding Delay by Carrier.

BY COL. S. RICE.

In the Christmas issue of the Journal there was reported at some length a decision of the Sup. Ct. of N. C., the significance of which to the grain trade of this country should not be overlooked, for it enunciates rights at common law which the R. R. Co's should not longer be permitted either to abridge or ignore.

Under that basic law, says the Ct., a common carrier is bound to convey goods committed to him for that purpose within a reasonable time, and on failure so to do is liable for damages. This is just the opposite of the plea set up by the R. R's when refusing to allow claims for loss on account of delay. They insolently assert that their contract for the carriage of the freight does not specify any particular time for delivery and that they perform the service with the lapse of as little time as possible. That the bills of lading now in use do not put any time limit on shipments may be freely admitted, but the assertion that freight is moved as rapidly as possible can not be borne out by the facts.

Indeed, the Journal recently printed an article tending to show that the aggravated cases of delay on one line, at least, were the result of a deliberate policy to economize on motive power. This wanton disregard of the rights of shippers to reasonably prompt service must not be allowed to continue. If the common law cannot be so enforced as to afford relief, then it ought to be strengthened by a Congressional enactment.

The American Shippers Assn., which appears to have won a signal victory in the Uniform Bill of Lading contest, cannot do better than to take up cases of this kind and see to it that, through its efforts, the rights of shippers are properly conserved.

## Should Make Good or Be Expelled.

BY F. E. MYERS.

Commercial associations throughout the U. S. may well give consideration to a statement made by John Hyde, Statistician of the Dept. of Agri., as quoted in the Journal, that "If the Cotton Exchange, under a threat of expulsion, would compel any member claiming to be in possession of advance information concerning an official report of this Bureau to substantiate such claim and make known the source of his alleged information, it would do much to put an end to the groundless allegations that are made from time to time."

There is, as everyone knows, an unlimited amount of loose talk about "inside" information regarding figures in the possession of the federal authorities, and not a few brazen avowals to exact knowledge. A genuine service to all legitimate trade might be rendered by the leading exchanges in silencing these impostors, if impostors they are. After the revelations that have been made concerning the P. O. Dept., it would not be at all amazing if, unknown to such officials as Mr. Hyde, there were "leaks" through some of their underlings.

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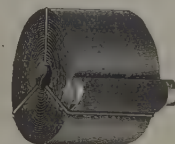
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## Trifling with the Truth.

BY TRAVELER.

The excuse given occasionally by shippers that they "cannot get cars" for shipment to a certain market, when they are importuned by a traveling man from that place for consignments and wish to be rid of him pleasantly, puts not a few of them into bad repute with the operating officials of the roads by which they are served. It comes about in this way:

Trav. Agt. to his house: "We cannot get any business along this line, because the R. R. Co. refuses to allow its cars to go to our market. B. & Co. of Dashville say they would like very much to consign to us but are unable to do so under the circumstances."

Receivers to Gen. Frt. Agt.: "B. & Co. of Dashville advise our traveling man that they cannot get cars to load for this market. Please see what you can do to have them supplied."

G. F. A. to Div. Supt.: "Why cannot B. & Co. be given cars for shipment of grain to Central City? Please investigate and report fully."

Div. Supt., by wire, to Sta. Agt. at Dashville: "Why are B. & Co. not permitted to load cars grain for Central City? How many and when ordered?"

Sta. Agt., by wire, to Div. Supt.: "B. never ordered cars Central City. Billing all their grain north."

Mail advices are then exchanged, for the Div. Supt. wants to show the Frt. Dept. that the unending complaints from shippers which are coming to him thru that Dept. are in most cases baseless, and this is a good chance to do so. Meanwhile, the receivers' letter which started the investigation has passed down the line, having other letters and telegrams attached to it, until it looks like a claim for loss that has been journeying by the

pigeon-hole way-freight. Finally the whole bundle travels back until it reaches the receivers.

What has been the result of all this trouble? Merely to put B. & Co., the shippers at Dashville, into a bad position where when they really have a complaint to make it will be treated as of no account, like the cry of "Wolf! wolf!" when there was no wolf. According to Mr. Aesop, that little bit of pleasantry ended fatally for the lad who found amusement in it, and the dealer who resorts to a similar stratagem to relieve himself from a persisting traveling man, often finds himself the victim of his own folly.

Let others, who have yet to learn, trifle with the truth.

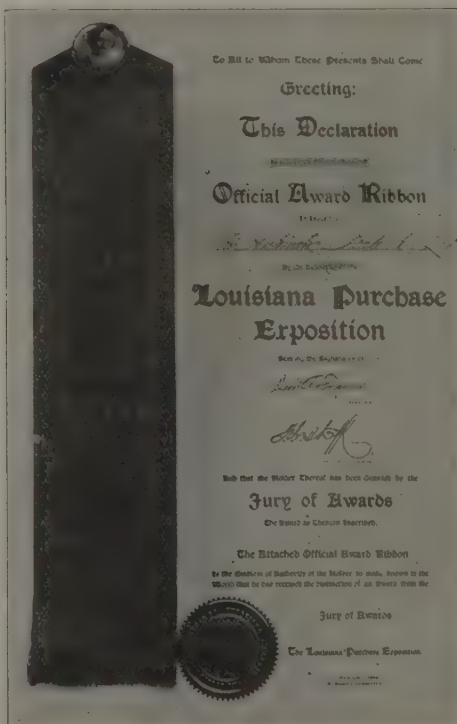
## Award to Automatic Scales.

An award for automatic scales has been made by the Superior Jury of the Louisiana Purchase Exposition to the Williams Automatic Scale as shown by the official ribbon reproduced in the engraving herewith from a photograph.

This award is a guarantee that fair minded judges have found the Williams Scale to represent perfection in its class, high value as measured by usefulness, ingenuity and skill displayed in invention and construction, and magnitude of business indicated by sales and agencies.

The large number of users of the Williams Automatic Scale who have found it trustworthy in use will be pleased to learn that the Superior Jury has set the seal of its approval on them.

A loud, sharp report from the exhaust pipe does not mean that the gasoline engine is going to explode. The cause is that one charge that was not ignited in the cylinder was fired by the next charge in the exhaust pipe.



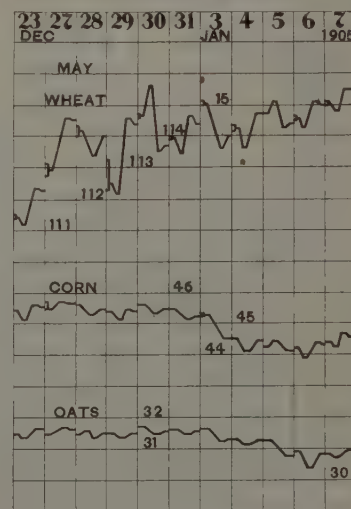
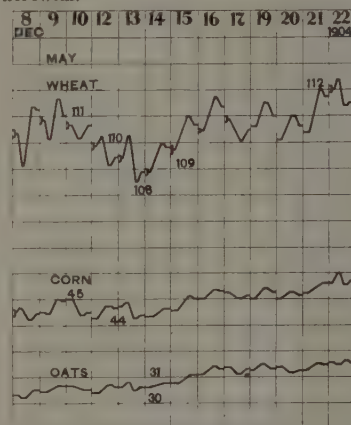
## Receipts of Wheat and Corn at Primary Markets.

Receipts of winter and spring wheat at the leading primary markets since July 1 and prior to Jan. 10 have been 147,979,000 bus.; compared with 157,926,000 bus. for the corresponding period of the preceding year.

Corn receipts for the present crop year prior to Jan. 10 have been 93,590,000 bus., against 84,423,000 bus. for the corresponding period a year ago.

## Chicago Prices

The opening, high, low and closing quotations on wheat, corn and oats for the May delivery at Chicago for one month prior to Jan. 9 are given on the charts herewith.



We have not yet arrived at the time that the governing conditions assert themselves to put short crop prices up; they usually come in January, but the indications are not pointing to so long a delay. The rate at which primary receipts are falling below other years will find us going into the winter with empty bins instead of full warehouses. Wheat is a purchase now on every weak spot. A substantial rise cannot be long postponed. Secure some and keep it on hand.—E. W. Wagner.

## Crop Reports

Dallas Center, Ia., Jan. 4.—Most of the corn being taken at this station by feeders at 35 and 35½.—Robert Whitaker.

Kansas City, Mo., Jan. 4.—The corn we get from Nebraska is fine for this season of the year.—W. P. Lewis, Supt. Terminal Elevator.

Mapes, N. D., Dec. 22.—So far the weather has been ideal; no snow and not cold. Business is light and I think the bulk of the grain is in. Prices have been good.—H. C. Kornder.

Toledo, O., Jan. 9.—In this section of Ohio the condition of winter wheat is much better than was generally believed. Following the long and continued drouth of the fall, which even extended into the winter season, the advent of snow and rain has been very beneficial. The fields now throughout this section are nicely covered with snow. The crop so far as this section alone is concerned is in most excellent condition and is far above the average for the state.—H. D.

New Carlisle, O., Dec. 31.—Corn is a fair crop and marketed pretty freely in November, and forepart of December, but since husking is about over it is not moving so freely. Oats very slow and wheat quiet and poor in quality. The growing crop looks fairly well, but is unprotected at present and may be injured, if freezing and thawing continue.—J. F. Plice.

Columbus, O., Jan. 1.—The condition of winter barley is 72 and of rye 76, and the condition of corn in crib 86 per cent. Much uncertainty exists in regard to winter wheat. A long-continued drouth prevented the plant from attaining good seed and healthy growth, consequently condition has been very poor and very irregular, with insufficient strength for a moderately severe winter. Rain finally came, and the fields being very dry and loose, it was quickly absorbed, and the effects may show favorably later on to wheat that has made little or no showing. Many correspondents, in writing of the recent rains, refer to improvement in wheat condition as a consequence, but the crop up to this time has made such poor progress that the general average is even lower than reported last month. The average percentage condition of wheat, all conditions and all sections of the state considered, is shown to be 72. The condition of winter rye and barley has been subject to the same influences that affected wheat, and about the same relative condition is shown. Corn was late in maturing, and some was put into crib not in prime condition, so that the general condition of corn in the crib is low. The condition of corn in the shock is fairly good, and the amount remaining unhusked is comparatively small.—M. W. Miller, secy. Ohio Dept. of Agri.

Kaufman, Tex., Jan. 1.—We think more grain has been sown than last year.—Taylor & Mills.

Britton, Tex., Jan. 1.—We have a 20 to 25 per cent increase in wheat acreage here. Needs rain, but looks fine. Corn and oat crops will be increased and cotton acreage cut down. The past year was a prosperous one and the prospects are good for 1905.—F. S. Windle.

Celeste, Tex., Dec. 26.—Regarding grain crops in this section, there has been a decrease in the acreage of wheat, owing to the good price of cotton last year and the first of the season this year. No old wheat left in the country, and but few oats. It is too early to say whether or not there will be many oats sowed next spring. Plenty corn to supply the demand and some to spare, but very little, if any, corn will be shipped out of the state for export, as the demand is local. Sections in the state will consume the surplus. What wheat there was sown is small owing to dry weather. There will be but little pasture until late. Hay scarce and in good demand.—N. B. Harrell.

Dallas Tex., Jan. 5.—The action of the farmers at various conventions over the state is being watched with considerable interest by the grain people on account of the fact that they are declaring for a reduction in cotton acreage, and in case

there should be a material reduction in the acreage there is bound to be a corresponding increase in grain. It is stated that already the farmers are buying seed oats and that there is a considerable demand for oats this early. However, unless there is considerable rain in a short time this feature is liable to restrict the amount of oats, as the drouth this winter is very severe and in many portions of the state farmers are having to haul water. Should there be rain shortly, however, it is very sure that there will be a large increase in acreage in oats. The corn crop is bound to be largely increased. Farmers are, however, holding on to their surplus corn raised this year until they find what the crop will be for the coming season, and from this fact there is not a great amount of local corn reaching the market.—J. S. W.

Washington, D. C., Dec. 28.—It has been found impracticable to make a definite estimate of the amount of wheat fit for milling, owing to the difficulty of drawing a hard and fast line between the millable and the non-millable. Reports, however, have been made on the average weight of wheat per bushel in the three principal spring wheat states, and such averages have been found to be 52 pounds in Minnesota, 51 pounds in North Dakota, and 50 pounds in South Dakota.—John Hyde, Chief of Bureau of Statistics.

Washington, D. C., Jan. 4.—The greater part of the winter wheat belt was protected by snow covering most of the month, but was exposed during the cold period of the 27th-29th. The unfavorable effects of drouth noted at the close of the previous month are now less marked, a very general improvement being indicated, especially in portions of the Ohio Valley. A decided improvement in the condition of winter wheat is generally reported throughout the Middle Atlantic States. In central and northern California the condition of winter wheat is excellent, and while the wheat regions of Oregon and Washington have suffered from lack of moisture, the outlook for wheat in portions of these States is encouraging.—Jas. Berry, Chief Crop Division.

Beans and dried peas of foreign origin amounting to 54,599 bus. were exported during the ten months prior to Nov. 1, 1904; compared with 83,291 bus. during the corresponding months of the previous year.

Finance Minister Osma introduced a bill in the Spanish Chamber of Deputies Nov. 29 imposing a duty of 80 cents per 100 kilos on imported grain whenever the price of Spanish wheat exceeds \$5.60 per 100 kilos.

The London Corn Trade Assn. has amended the Baltic oat cargo contract form to give the seller the option of shipping an additional 5 per cent more or less to be settled at the c. f. and i. price on the date of bill of lading.

Most people are bullish on oats; they would buy oats. Well, they may be right; but if the farmers were disposed to sell corn as they have sold and filled everyone up with oats, there would not be warehouses enough to hold the receipts. If oats rally, sell them.—E. W. Wagner.

It would now be a very difficult task to convince the farmer of North Dakota and Minnesota that he would be benefited by the removal of the duty, when he can plainly see that wheat now selling at 20 cents a bushel less than he is obtaining would be immediately thrown upon his market. In the past the farmer was not particularly interested because the difference in price was not noticeable, but he now realizes that he is being protected, and that in a measure he is being compensated for the higher prices that he has paid for all articles to be used in his household and on his farm which are protected by high tariff duties.—Jas. S. Bell, Pres. Washburn-Crosby Co.

**The F. R. MORRIS GRAIN DRIERS** stand at the head for perfect work. Do not install a high priced grain drier without investigating. Any capacity from 1,000 to 10,000 bushels per day to suit requirements can be furnished. A thorough investigation will convince anyone that the MORRIS DRIER is the only drier that will dry grain without injuring its natural luster or hurting the fiber of the kernel, thereby causing it to break up in handling. This one fact alone demonstrates its superiority over all others.

The conditioners and coolers for grain getting slightly out of condition are a great addition to any elevator and where the moisture is not too great but where a large amount of excess moisture is present then the drier must be used. Do not delay until you have lost grain enough by deterioration to pay for a drier but make up your mind and order at once. Address,

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Will not rust or corrode the tank or engine jacket. It is an antiseptic, has no odor, will not evaporate or form sediment of any kind.

A good thing to put in water barrel or fire pails. Keeps the water from evaporating. We can supply it promptly in any quantity at lowest prices.

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## Patents Granted

Gas Engine. No. 778,154. August M. Sweder, Marquette, Mich.

Rotary Explosive Engine. No. 778,082. Wm. I. Spangler, Dayton, O.

Portable Conveyor. No. 779,139. Chas. H. Spence, St. Paul, Minn.

Speed Regulator for Explosive Engines. No. 779,256. Alfred Bougalt, Paris, France, assignor to the Societe Francaise Constructions, Mecaniques, Paris.

Bin. No. 778,301. (See cut.) Mark S. Burdick, Alameda, Cal. The bottom of the bin is hopped to one side, and the delivery of material in due proportion from the entire bottom of the bin is assured by a number of inclined partitions.

Grain Door for Cars. No. 778,250. (See cut.) John H. Kennedy, Minneapolis, Minn. The door is made up of upper and lower sections hinged so that

tiltating drums. Between the adjustable supports are a number of hollow supports, covered, and with a perforated wall between the drum and each hollow support.

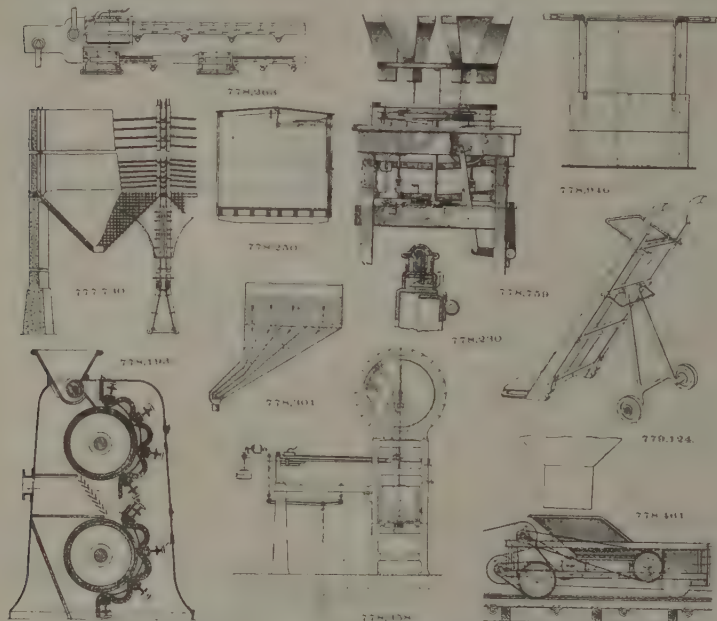
Grain Door. No. 778,946. (See cut.) Ulysses M. Bogard and Albert L. Maple, Glasford, Ill. The door is made in 2 sections, the lower section having tubes in which telescope rods depending from a pivotally mounted bar on which are coil springs to assist in swinging the door to a horizontal position. The upper section is slidably arranged on the depending rods by angle plates, this section dropping down against the inner face of the lower section.

Automatic Packaging Machine. No. 778,759. (See cut.) Angus McLeod and John H. McLeod, Marietta, Kan. The rotating carrier of the packaging apparatus comprises an upper and a lower section connected together, the upper section being provided with hoppers having depending tubes, and the lower section being provided immediately below their respective hoppers with holders for the packages, the holders being open at the bottoms and outer ends whereby the packages may drop therefrom upon an offtake device.

Bag Fastener. No. 778,230. (See cut.) Benno von Eigen, Newark, N. J., assignor to Aug. Goertz & Co., Newark. The bag fastener comprises a lower box or casing adapted to be secured upon a bag frame section, the box being provided in its upper surface with a post receiving opening and also with lug receiving openings. In one of the sides of the box is a catch receiving opening for the entrance into the box of a holding catch secured to another frame section. Upon the lower box is an upper box containing a spring retaining shell.

Recording Scale Beam. No. 778,263. (See cut.) Anders Nilson, Chicago, Ill. The scale beam is provided at intervals with projecting arms of various lengths and recording devices mounted in the free ends of the arms. The balance weight movable on the beam is provided with a pocket adapted to receive a scale ticket. The scale ticket has printed on it weight indicating graduations corresponding in divisions with the graduations on the scale beam. Each set of graduations of the ticket is normally brot into position to be acted upon by only one recording device of one set of graduations of the scale beam whereby tare, fractional and coarse weights are separately recorded on the ticket.

Elevator Bin. No. 777,730. (See cut.) Jas. A. Jamieson, Montreal, Canada. The elevator bin structure consists of bins of rectangular horizontal cross section, a concrete monolith comprising columns, bin walls, and bin bottoms and strengthened by a metallic skeleton. The composite columns consist of a series of vertical metallic members of angular cross section arranged with their angles facing a common point and spread apart at their lower ends, the metallic member extending from the foundation to a point above the bins, a series of binding members binding the concrete and metallic members together, a series of horizontally arranged curved rods extending between the vertical members of one column to the vertical members of the column adjacent thereto, a concrete filling for the spaces between the rods and extending over both faces to form intact walls, a series of inverted T-irons from which the bin bottoms depend.



Malting Drum. No. 778,854. Franklin B. Giesler, Milwaukee, Wis.

Malt Kiln. No. 779,395. John Braun and Alfred J. Braun, Buffalo, N. Y.

Exhaust Muffler. No. 779,024. Albert Buchner and Elmer P. McClure, Chicago, Ill.

Mechanical Movement for Gas Engines. No. 779,328. Henry M. Svebilus, Chicago, Ill.

Combined Internal Combustion and Air Engine. No. 778,289. Henning F. Wallmann, Chicago, Ill.

Speed Regulator for Explosive Engines. No. 778,375. Karl Reinhardt, Dortmund, Germany.

Muffler for Internal Combustion Engines. No. 778,417. Frederick Lamplough, Willemsen, Eng.

Sparkling Igniter for Internal Combustion Engines. No. 779,207. Henry Devlin, Philadelphia, Pa.

Starting Mechanism for Engines or Motors. No. 779,216. Wilhelm Hagspiel, Ludwigsburg, Germany.

Heat Radiating Device for Internal Combustion Motors. No. 778,425. Henry J. Muntz, Poughkeepsie, N. Y.

Gas Engine Ignition Dynamo. No. 778,146. John Reek, Camden, Mich., assignor to the Alamo Mfg. Co., Hillsdale, Mich.

the lower may swing out. When folded under the roof of the car the door is held up by a hook.

Combined Weight Indicating and Weight Recording Scale. No. 778,358. George Goetz, Chicago, Ill., assignor to Streeter-Amet Weighing & Recording Co., Chicago. The movement of the scale beam actuates a rack, which drives a shaft, on which is a type wheel to print the weight on a paper strip.

Feeder for Belt Conveyors. No. 778,461. (See cut.) Lewis J. Robb, Pittsburg, Pa., assignor to Heyl & Patterson, Pittsburg, Pa. The material is received upon a carriage which contains a conveyor to discharge the material on the belt conveyor. Power to drive the conveyor is transmitted from the belt conveyor.

Combined Bag Holder and Truck. No. 779,124. (See cut.) Jas. F. Haffey, Tiffin, O. Secured to the side pieces of the truck is a loop or bail extending below one of the cross pieces, to which is hinged a supporting frame having wheel-carrying spindles. The bag holding frame is loosely mounted on a cross bar of the truck frame.

Grain Decorticating and Grinding Machine. No. 778,193. (See cut.) Johann H. F. L. Hartmann, Hamburg, Germany. A flexible decorticating body is adjustably secured to a support, with an additional number of adjustable supports to hold the flexible body against the revoluble decor-

## Supreme Court Decisions

The mere fact that payment for grain sold is deferred to the time of shipment, and to be made against the shipping receipts, does not show that title did not pass till shipment.—*U. B. Blalock & Co. v. W. D. Clark & Bros.* Supreme Court of North Carolina. 49 S. E. 88.

A bill of lading, though made non-negotiable by its terms, may, like any other non-negotiable instrument or chose in action, be transferred by assignment, the assignee taking subject to the equities between the original parties.—*National Bank of Bristol v. B. & O. R. Co.* Court of Appeals of Maryland. 59 Atl. 134.

In an action against a railroad company, under Acts 1903, p. 999, c. 590, to recover a penalty for a delay of more than four days in the transportation of goods, the burden of showing where the delay occurred is on plaintiff.—*Walker Bros. v. Southern R. Co.* Supreme Court of North Carolina. 49 S. E. 84.

Where an agreement is made to submit a controversy to two arbitrators, they to select a third to act with them in case they cannot agree, an award made by the third or special arbitrator so selected and one of the others is binding upon the parties.—*Fish v. Vermillion.* Supreme Court of Kansas. 78 Pac. 811.

Where the buyer's agent in the absence of the seller took samples of grain, which he inspected and submitted to the buyer, who, to the seller's knowledge, purchased on the agent's representations that the samples were fair samples, there was no sale by sample, within Civ. Code, sec. 1766.—*Browning v. McNear.* Supreme Court of California. 78 Pac. 722.

One not a partner in fact may be liable as such to third persons if he has held himself out to the world as such, or has permitted others to do so, and is therefore estopped from denying that he is one, as against those who have in good faith dealt with the firm, or with him as a member of it.—*Lightheiser v. Allison.* Court of Appeals of Maryland. 59 Atl. 182.

The indorsement and delivery of a bill of lading transfers the title to the property to the vendee, is a complete delivery of the goods, and divests the vendor's lien, subject only to his right of stoppage in transitu in the event of the vendee's insolvency before payment for the goods, and if the rights of no third person have intervened.—*National Bank of Bristol v. B. & O. R. Co.* Court of Appeals of Maryland. 59 Atl. 134.

There is not an adverse and hostile possession which will give title against a railroad company where a manufacturer erects scales at the rear of its factory on the right of way of the railroad company, and such company lays a side track there to, over which it transports cars to and from the scales for the benefit and advantage of both parties.—*Michigan Milling Co. v. Ann Arbor R. Co.* Supreme Court of Michigan. 101 N. W. 574.

Where plaintiff made purchases and sales of stocks on margins for customers through defendants, the fact that plaintiff was indebted as principal to defendants on such transactions did not preclude them from maintaining an action against

one of plaintiff's clients who was indebted to plaintiff, and through him to defendants, for losses, as an undisclosed principal.—*Kinsey v. Meaney.* Supreme Court of New York, Appellate Division. 90 N. Y. Supp. 327.

In an action upon a promissory note executed by respondent to a third person and indorsed to appellant, held: The evidence was sufficient to sustain a holding that the note was given to cover losses, advances, and commissions growing out of the purchase of an option on wheat; that the transaction was illegal, the note without consideration, and that the burden of proving he was an innocent purchaser, in good faith, rested upon appellant when such defense was made out.—*Askegaard v. Dalen.* Supreme Court of Minnesota. 101 N. W. 503.

The Supreme Court of Minnesota has affirmed the decision of the district court of Swift Co. in favor of the Danvers Farmers Elevator Co. giving the farmers judgment for \$3,000 against the bondsmen of their secretary, Charles Johnson, who absconded with the company's funds. Johnson was secretary of the company for more than a year and gave the farmers no account of his doings. When Johnson ran away, the cash book and wheat tickets were stolen, leaving the concern in a very bad tangle.

Recovery may be had of the initial carrier for injury to perishable goods, shipped over connecting lines, caused by negligent delay in transportation, though each carrier was guilty of such delay; there being no evidence that the damages were caused solely by the delay of the subsequent carriers. Stipulation in a bill of lading that, in case of loss of the goods shipped, the measure of damages shall be their value at the point of shipment, instead of at their destination, is void, in the absence of consideration therefor.—*St. Louis, I. M. & S. R. Co. v. Coolidge.* Supreme Court of Arkansas. 83 S. W. 333.

An order for goods made within the time limited in a contract containing an offer to sell constitutes an acceptance, and the seller is bound to deliver. Failure to deliver would authorize the buyer to recover the difference between the contract price and the market value on the day that delivery should have been made. But if, at the time the offer was accepted, the seller was not notified that the goods ordered had been resold, the buyer would not be entitled to recover either the difference between the contract price and the price of the resale, or damages which he had sustained, growing out of his inability to deliver to the person to whom the goods had been resold.—*Huggins v. Southeastern Lime & Cement Co.* Supreme Court of Georgia. 48 S. E. 933.

A carload of corn shipped from Foster, Mo., to Belton, Tex., reached its destination in a damaged condition; and the owners of the corn, Everett & Long, brot suit against the 3 roads over which the grain was carried, for damages, the Gulf, Colorado & Santa Fe agreeing to detain the property and compensate plaintiffs. The lower court stated that Everett & Long had a right to refuse the corn, and gave judgment against each of the roads; but the Court of Civil Appeals of Texas, in a decision rendered Nov. 16, reversed the lower court, stating that "Where property is injured in transportation thru the negligence of the carrier, the owner cannot refuse to accept it, and sue for its market value, but may recover only for the injury."—83 S. W. 257.



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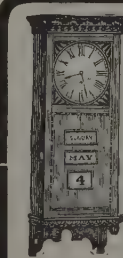
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**CO. BARTLETT & SNOW (O.) CLEVELAND O.**



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We heartily recommend your elevators, and would not build an elevator of any size, however large or small, without equipping it with one or more of your lifts.  
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**CIFER CODES**  
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CHICAGO, ILL.



## Supply Trade

Good copy is always earnest, logical and enthusiastic.

A man that never advertises is much like the man without a home; no one knows where to find him.—Michigan Tradesman.

The J. Thompson & Son Mfg. Co., of Beloit, Wis., has again been unfortunate in having a second fire Dec. 20, thru which \$75,000 loss was caused.

The Milwaukee Rice Machinery Co., of Milwaukee, Wis., has paid another dividend of 12½ per cent to its creditors, making a total of 22½ per cent.

The Invincible Grain Cleaner Co. reports the sales of Invincible machines the past year have extended into fields in which they have not hitherto been used.

The Loomis Grain Door Co. has been incorporated at Chicago, Ill. The capital stock is \$50,000, and the incorporators are E. E. Loomis, E. F. Roberts and F. P. Simons.

The Seckner Construction Co. has succeeded the Midland Construction Co. of Chicago, formerly the Seckner Co., engineers and builders of steel, concrete and wood elevators.

J. F. Zahm & Co., of Toledo, O., are sending their many friends a sight draft on the Bank of Prosperity calling for 365 happy days payable to the National Bank of Fortune, State of Happiness.

The Allis-Chalmers Co., of Chicago, Ill., has opened new sales offices at Philadelphia, Pa., in the Land Title bldg., and has removed its New England offices to the State Mutual bldg., Boston, Mass.

The Whitman & Barnes Mfg. Co., of Chicago, makers of leather belting, are sending out a very useful calendar for 1905 and readers of the Grain Dealers Journal can obtain a copy by addressing Geo. A. Barnes, care the above firm, Chicago, Ill.

The Borden & Selleck Co., of Chicago, Ill., has issued booklet No. VIII of 16 pages describing and illustrating a complete line of coal handling machinery for retail dealers in fuel. Copies will be sent to readers of the Grain Dealers Journal on request.

Stephens-Adamson Mfg. Co. will open a Chicago office in the new First Natl Bank Bldg. Jan. 15 in order better to serve its large Chicago trade and for the convenience of outside friends and patrons who may be visiting or passing thru Chicago.

The N. P. Bowsher Co., of South Bend, Ind., is gratified to receive an order for 2 more Combination Feed Mills from the Iowa Board of Control, making 6 Bowsher Mills bot in the past four years for state institutions at different times by these careful buyers.

The many friends of Hugh McAlpin, inspector for the Grain Dealers Natl Fire Ins. Co., will regret to learn of his death at St. Joseph's Hospital, Omaha, Nebr., Jan. 7. He had been laid up in the hospital and hotel at Omaha since Oct. 4 from an accident, but had nearly recovered from this and expected to start to work Jan. 1, when he was taken down with pneumonia. Complications set in

which resulted in his death. In his death the company has lost a faithful and earnest worker.

The Huntley Mfg. Co. has reason to congratulate itself on the growth of its business during the past year. Just as 1904 witnessed a large increase in business over that of 1903 so does 1905 bid fair to outclass all previous records. This evident appreciation of the Monitor Machines by the grain handling fraternity is encouraging the company to continue its never ceasing effort to increase the efficiency, economy and durability of Monitor Machinery.

## Indiana Bankers Against Uniform B-L.

At the last annual meeting of the Indiana Bankers Ass'n a special committee was appointed to investigate the provisions of the proposed B-L and report. The result is against the new form, hence the shippers of that state will encounter unexpected difficulties if they condescend to do the carriers' bidding and accept the obnoxious bill. The report of the special committee is as follows:

December 24, 1904.

To the Executive Council of the Indiana Bankers' Association, Andrew Smith, Secretary, Indianapolis, Indiana, Gentlemen: Your Special Committee, to whom was referred the matter of the Uniform Bill of Lading as a negotiable instrument, begs leave to report:

First: We find the Uniform Bill of Lading with the words "not negotiable" written, stamped or printed thereon, undesirable as collateral security for the protection of drafts that are tendered for discount; that the banker receiving such does not obtain an indefensible title to the property covered by the Bill of Lading, and the carrier issuing same in that form does not deprive itself of any defense that they might wish to set up against the shipper to whom issued. The wording of the bill is notice to that effect.

Second: We find that the Uniform Bill of Lading contains the further provision that renders it unsafe as collateral and that is the provision that requires the shipper to relieve the carrier from its common law liability or pay 20 per cent additional rate. This provision in some instances appears on the Bill of Lading and in others on the shipping order; that is referred to and made a part of the Bill of Lading. Should the shipper elect to relieve the carrier from its common law liability in order to get the lower rate, the Bill of Lading might not disclose the fact, and while good and valid on its face it would not be such an instrument as would compel the carrier to deliver the property or pay for it. Hence its defective and uncertain character as collateral. The shipper would be inclined to accept the lower rate and thus relieve the carrier, or they might be compelled so to do by competition.

Third: Under no conditions should the shipper sign the Bill of Lading, thus destroying all possible rights to recover except strictly according to the terms of the Bill of Lading and other written instruments, shipping order, etc., referred to and made a part thereof. By the shipper signing the instruments in question, he makes them his special contract, and is estopped from claiming anything outside of the terms thereof. He is compelled to say "the terms are agreed to by the shipper and accepted for himself and assigns as just and reasonable."

Therefore, your Committee recommends: First: That bankers decline to accept as collateral "not negotiable" Bills of Lading.

Second: That they decline to accept Uniform Bills of Lading where the shipper elects to and does relieve the carrier from common law liability.

Third: That they decline to accept Uniform Bills of Lading where the shipper has signed same or signed any shipping order or other instrument referred to and made a part of the Bill of Lading.

Respectfully submitted,

W. W. Bonner,  
E. H. Wolcott,  
James W. Sale,  
Committee.

## Grain Carriers

The Lake Carriers Assn. will hold its annual meeting Jan. 12 at Detroit.

Railroads without shippers would be as useless as an animal without life.—Freight.

The Midland Valley Railroad has been completed from Tulsa, to Bokesha, I. T.

The C., B. & Q. road is said to be surveying a line from Kewanee to Prophetstown, Ill.

Track has been laid on 14 miles of the Denver, Enid & Gulf from Enid to Coldwater, Okla.

The Northern Pacific is to build an extension from East Grand Forks, to Warroad, Minn.

The La Crosse & Southeastern Railroad, from Stoddard to Viroqua, Wis., was completed Jan. 4.

Senator Newlands has introduced a bill for the federal control of railroads by a commission of 14 members.

The Canadian Northern Ry. has applied for charters to construct lines from Regina to Carlton and Regina to Humboldt.

Representative Stevens of Minnesota has introduced a bill in Congress to regulate the operation of private freight cars.

Interstate Commerce Commissioner Prouty says that if the Commission was worth buying the railroads would have bot it.

The L. C. Smith Transit Co. has been formed at Syracuse, N. Y., to operate the 10,000-ton steel steamer being built at Detroit.

The Canadian Pacific is said to have let the contract for double-tracking its line from Winnipeg to Fort William at a cost of \$7,000,000.

The steamboat inspectors have approved new regulations requiring owner, agent or master of vessel to indicate safe draft of water and omitting load line requirements.

J. G. Woodworth of Minneapolis, a brother of E. S. Woodworth, pres. of the Minneapolis Chamber of Commerce, has been appointed traffic mgr. of the Northern Pacific Railroad.

T. E. Burton, chairman of the house committee on rivers and harbors, favors a provision in the harbor bill for the canalization of the Ohio River from Pittsburgh to Cairo on a 9-foot basis.

Theodore S. Fasset and Geo. P. Sawyer of the Niagara River improvement committee of the Buffalo Chamber of Commerce visited Washington recently in the interest of the Black Rock harbor ship canal.

Senator Heyburn has introduced a bill to make effective the suggestions of Commissioner of Corporations Garfield for the supervision of railroad and other corporations engaged in interstate traffic.

Railroad lobbyists at Washington are advocating the creation of an interstate commerce court in the hope of diverting the shippers from their fixed purpose to procure the enactment of the Quarles-Cooper bill.

By charging all that the traffic would bear, and move, railroad officials have made grain freights pay for the movement



of heavier and cheaper commodities, which operating officials now assert are being carried at a loss, that is, below the cost of the service.

The house committee on interstate commerce gave a hearing Jan. 6 on the Quarles-Cooper bill, in which the representatives took E. P. Bacon of Milwaukee to task for his published statements regarding the unfriendly attitude of certain legislators to the proposed law.

The Frisco system has opened its freight service at Memphis with 2 thru trains. The road will make a reduction of 2 cents per 100 on grain and grain products from Memphis to Charleston, Brunswick and Jacksonville. Export shipments thru Memphis will be routed to New Orleans.

New freight cars numbering 136,561 and new locomotives numbering 2,538 were ordered during 1904 by the railroads of North America, as reported by the Railway Age. Orders for cars exceed those for 1903, while new engines ordered built are fewer than in the 3 years preceding.

Panama Canal troubles have begun. French engineers assumed that a dam could be built at Bohio, making possible the construction of the canal 90 ft. above sea level. American engineers have bored hundreds of feet in the ooze without finding ground solid enuf for the foundation of a dam.

Secret rebates to a coal company by the Santa Fe road were exposed by the Interstate Commerce Commission in a hearing at Chicago, Dec. 29, involving Secy. of the Navy Morton. One of the Interstate Commerce Commissioners characterizes this case as the most barefaced disregard of law in his experience.

In the case of a shipment of corn from Riesel to Dallas, Tex., the Texas Railroad Commission has decided that the railroad company is not entitled to charge for a haul over its own lines when the shortest practicable route is shorter, even from a non-competitive point served by one line; and that the corn must take the 2-line short mileage and direct-route rate, with the same privileges of stopping in transit for cleaning or shelling.

## The Uniform Bill of Lading.

"The uniform bill of lading is a criminal alias—a disguised attempt to increase freight rates. It means, substantially, that the carrier is discharged from liability in case of loss, damage, or late delivery of goods, from any cause whatsoever, unless the shipper pays an additional 20 per cent.

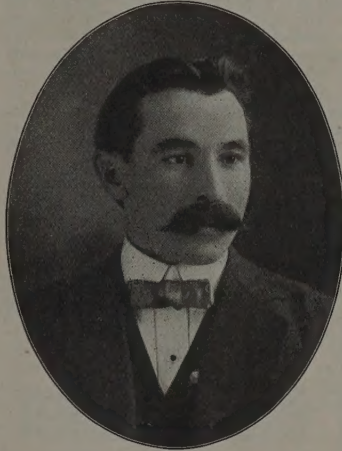
"Now, I cannot be justly ranged on the side of socialism or communism. My profession puts me on the side of vested rights and capital. There is nothing in my makeup that suggests that mine is yours, or vice versa. The veriest embryo lawyer will tell you that under the common law the common carrier is liable, except for damage by act of God or a common enemy. Yet the railroads propose to force you to sign an absolute discharge of that liability unless you pay 20 per cent more!

"Now, do you realize what this means? Your association has in times past vigorously protested against the involuntary enforcement of this proposition, but if ages under the common law you must pay the uniform bill of lading goes into effect, in order to obtain remuneration for damdearly—so dearly that to most of you it means the practical absorption of your profits."—Levy Mayer at the Annual Dinner of the Illinois Mfrs. Assn.

## R. J. Johnston.

A good salesman is nowhere more necessary than in the sale of barley on 'Change; and the Northern Grain Co., which is preparing to handle barley extensively at Minneapolis, Minn., is fortunate in having obtained the services of R. J. Johnston, who is known as one of the best barley salesman on the floor of the Minneapolis Chamber of Commerce. A portrait of Mr. Johnston is given herewith.

Mr. Johnston is about 32 years of age. After buying grain for a line company at Avoca, Minn., for two years he enlisted in the army for the Spanish-American war, in which he distinguished himself



R. J. Johnston, Minneapolis, Minn.

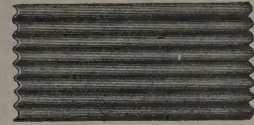
and gained promotion. For a year he bot grain at Fulda, Minn., and then engaged with the Minnesota & Western Grain Co., whose house at Holland, Minn., he managed 3 years. During the last 2½ years as a barley salesman for McHugh, Christianson & Co., Mr. Johnston developed great ability.

The steamer W. H. Mack recently unloaded 40,000 bus. of Canadian wheat at Detroit, the remaining 150,000 bus. of the cargo going to Buffalo in bond.

Exports of corn oil amounted to 1,940,345 galls. during the ten months prior to Nov. 1; compared with 3,676,823 galls. during the corresponding months of the preceding year.

W. A. Bissell, asst. traffic mgr. of the Santa Fe road, testified as follows before the circuit court of California: We tried the costly experiment of being honest in this thing, living up to the law as we understood it, and declining to pay rebates; and we lost so much business that we found we had got to do as the Romans did, and, as there seemed to be an idea that the car lines were exempt from the interstate law, which provided imprisonment for railroad men caught doing this thing, we had to arrange to do our business through an outside car line. Q. Did you have a car line operating on the Santa Fe? A. Well, we had. We didn't have an outside organization until this rebate business came up. We then provided an outside organization, and leased our cars to it, in order to endeavor to hold the business to us that we thought rightfully belonged to us.

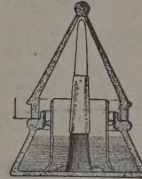
## We Are Large Manufacturers of Steel Roofing, Corrugated Iron, Etc.



We furnish this material in large quantities for grain elevators all over the country. We also take contracts for doing this work complete.

**SYKES STEEL ROOFING CO., Chicago, Ill.**

THE ONLY HOLDER FOR



PASTE OR MUCILAGE

that keeps contents air-tight. No evaporation. Ground glass joint. Cover larger in diameter than mouth of receptacle, so lifts off readily, and will not stick to mouth, contact being on bottom only.

No clogged up mouth or mucilage covered brush handle. Adapted to Office and Home use.

**THE SCATTERGOOD CO.**

722 Venango St., Philadelphia.

## CLARK'S CAR REGISTER

Shows at a glance where to look for the record of any car of grain. It is made of heavy ledger paper, is well bound and indexed. Size 11x14½ in.

No. 40 contains spaces for 9,000 cars, \$1.50  
No. 42 contains spaces for 17,000 cars, 2.50

**GRAIN DEALERS COMPANY**  
255 LaSalle St., Chicago

## SHIPPERS' RECORD BOOK NO. 20

is designed to facilitate the book-keeping of grain shippers, and to minimize the labor of keeping a complete record of each car shipped. The book is 9½x12 inches and contains 100 double pages of superior paper. It is well bound, ruled in two colors, and the column headings clearly printed. Spaces are provided for records of 2,900 car loads.

At top of left-hand page, in bold-faced type, are the words, "IN ACCOUNT WITH," and at top of facing page is dotted line for name of firm to whom grain is sold. It is intended that records of shipments to each firm shall be kept separate. The column headings on the facing pages are: Date of Sale, Date of Shipment, Car No., Initials, Amount Sold, Kind of Grain, Weight, Price, Draft, Remarks, Date Returned, Weight Returned, Overdrawn, Net Proceeds, and Balance.

Wide columns are provided for recording these facts under the respective heads. Price, \$1.75. Address

**GRAIN DEALERS COMPANY**  
255 LaSalle St., CHICAGO, ILL.



"It really doesn't matter much  
If bank accounts are small;  
If we have sunshine in our hearts  
We're rich enough for all."

## Books Received

**REGULAR GRAIN DEALERS OF WISCONSIN** is the title of a list of the regular dealers of the Badger State recently compiled and just published by the Wisconsin Grain Shippers Assn. It contains considerable information of interest to the members of the assn., as well as a list of the regular dealers of the state. Copies may be had for \$1., by addressing Secy. G. C. Julius Spoerri, 49 Mitchell Bldg., Milwaukee, Wis.

**INSECT INJURIES TO CORN.**—One of the most comprehensive treatises on the more important insect injuries to Indian corn has been prepared by S. A. Forbes, Illinois State Entomologist. While scientifically accurate, this treatise is couched in popular language and makes entertaining reading, since Prof. Forbes demands no previous study of entomology of the reader. After reciting the general effects of insect injury and naming general measures of prevention and remedy the author describes the different corn insects, including the 12 species of corn cutworm, sod web worm, burrowing web worm, stalk borer, army worm, 8 species of corn bill bugs, chinch bug, grasshoppers, ear worm, illustrated with 40 drawings and 5 beautiful full-page colored plates, in a neatly printed pamphlet of 68 pages. Bulletin No. 95, University of Illinois Agri. Exp. Station, Urbana, Ill.

**ELEVATING AND CONVEYING APPLIANCES.**—The Webster Mfg. Co., of Chicago, Ill., has issued a catalog of elevating and conveying appliances known as catalog M<sub>3</sub>, in which are illustrated and described complete equipments for grain elevators. Of the 335 pages of this book 53 are devoted to belt conveyors and accessories, 7 pages to spiral conveyors, 36 pages to elevator legs, buckets and boots, 20 pages to spouts, hopper bottoms, bins, gates and garners; 42 pages to link belting and sprocket wheels; while one-third of the book is devoted to specialties such as the telescoping spout, Mayo Distributing Spout, Sandmeyer Bifurcated Spout, Metcalf Switch Valve; Champion and Reynolds Car Loaders; Clark-Beatty Power Shovel; Coker-Metcalf Shovel; Webster Car Puller; Berlinger Loading Spout; Beck Mono-Rail Conveyor; marine legs, wagon dumps and flight conveyors. No user of grain handling machinery should be without this profusely illustrated catalog. Copies will be sent to readers of the Grain Dealers Journal on application to the company.

**CEREALS IN AMERICA**, by Thomas F. Hunt, M. S. D. Agr., professor of Agronomy in College of Agriculture, Cornell University.—This is primarily a text book on agronomy, but is equally as useful to the farmer as to the teacher or student. It is written by an author than whom no one is better qualified. The subject matter includes an accurate, comprehensive and succinct treatise of wheat, maize, oats, barley, rye, rice, sorghum (kafir corn) and buckwheat, as related particularly to American conditions. The author has made a comprehensive study of the topics treated, drawing freely from the publications of the United States Department of

Agriculture, American experiment stations and recognized journals related to agriculture. First-hand knowledge, however, has been the policy of the author in his work, and every crop treated is presented in the light of individual study of the plant. Illustrated with 100 entirely new and original drawings by C. W. Furlong and A. K. Dawson, about 500 pages, 5½x8 inches. Cloth, price, \$1.75 postpaid. Orange Judd Company, 52 Lafayette place, New York, N. Y.

**MANUFACTURING COST**, by H. L. C. Hall, Vice President International Accountant's Society, Inc. Cloth bound, 180 pages. Illustrated. Postpaid \$2.00. The Book-Keeper Publishing Co., Detroit. This work is something entirely new and novel in the line of cost-keeping literature as it is almost entirely devoted to a practical exposition of the principles of the science (for it is a science), and the application of these principles to ordinary manufacturing requirements. There have been many books published for the purpose of illustrating so-called "model" systems as applied to certain lines of manufacture but, unfortunately, these systems had little interest and less value to a manufacturer whose requirements varied in the slightest degree from the cases illustrated. In this new work Mr. Hall has succeeded in reducing the principles of the science to such a form that they can be applied by any reader to the particular line in which he is interested. Such illustrations of forms already in use as appear in the book are of universal application and are thus of universal interest.

## Calendars Received.

This year's crop of calendars is smaller than usual but the quality is greatly improved. One of the handsomest comes from Sneath & Cunningham, Tiffin, O. It is entitled "Fair Women." It surpasses even the previous high record established by calendars distributed by this firm.

Reynolds Bros., of Toledo, whose artistic calendars for several years past have excelled all others, are sending out four handsomely engraved and embossed cards bearing fine engravings of women in the grain fields.

Hunting Elev. Co., McGregor, Ia., send out their calendar bearing a colored illustration of pleasing character.

White Bros. & Co., Scotts, Mich., are distributing a very beautiful calendar with a pleasing illustration of an intruder.

McCray, Morrison & Co., Kentland, Ind., are distributing an office calendar of large size, the figures of which can readily be discerned across the office of any grain dealer.

C. A. Foster, Pittsburg, Pa., is favoring friends in the trade with a beautiful wall calendar decorated with a colored portrait of Constance.

The wheat shortage begins to show itself, the load begins to lighten, the price begins to advance. We are moving towards the exhaustion of stocks that will show a far greater stringency than we experienced last year. I deem it now a place where you can lie down and rest, making a pillow of your burden, and patiently bide your time and wait.—E. W. Wagner.

## Valuation for Insurance.

BY C. A. M'COTTER.

Many people figure repairs and replaced machinery as increase of valuation instead of replacing depreciation.

Most property owners do not take into consideration any depreciation for age, wear and tear.

Many are misled in basing the amount of insurance on market value instead of the appraisal value, which is the cost of material.

If, in event of loss on elevator, you do not receive the face of policy, it is equivalent to paying a higher rate for what you do receive.

When you have too much insurance on one part and too little on another, you are not going to receive the face of the policy, with loss greater than policy.

A policy form incomplete in its description means that you will not realize what you expect in event of a loss.

## Annual Report of Millers National Insurance Co.

The Twenty-ninth Annual Report of Secy. W. L. Barnum of the Millers National Insurance Co. shows a continuation of its long advance toward greater strength and greater usefulness. The entire assessments levied during the past year amounted to only 9 per cent of the deposit notes in force or less than one-half of the annual rate charged by stock companies. This is equivalent to a cash dividend of 55 per cent, to its mutual policy holders.

The company is now one of the largest and strongest companies of its class in the world. The aggregate amount of its admitted assets is \$4,101,731. Its surplus over all liabilities amounts to \$3,698,176. This includes deposit notes to the net value of \$3,024,080. The total cash assets amounting to \$1,077,651 includes bonds and stocks amounting to \$831,705; loans secured by trust deeds \$116,000; cash on hand \$99,143; premiums in course of collection \$17,372. The liabilities of the company amounting to \$403,555, includes reported and supposed losses \$28,267.45; re-insurance reserve \$214,663.98, guaranteed deposits to secure payment for assessments \$155,371.84. All other claims amount to \$5,251.89. No losses were adjusted and due. This left a net cash surplus of \$674,096.

The total loss incurred during 1904 amounted to \$290,380. The losses paid since its organization amount to \$4,632,914. The net amount of insurance in force Dec. 31, 1904, was \$31,322,272.

The record is one which the promoters and officials of the Millers Nat'l Insurance Co. have every reason to be proud of. It shows what can be done in the line of mutual insurance even when the advancement of the company is venomously opposed at every step by a greedy horde of stock company agents.

Glucose amounting to 131,693,534 lbs. was exported during the ten months prior to Nov. 1, 1904; against 126,128,157 lbs. during the corresponding months of the previous year.

Imports of beans and dried pease amounted to 551,868 bus. for the ten months prior to Nov. 1; against 679,533 bus. for the corresponding months of the preceding year.



# Fire Insurance

## JEFFREY ELEVATING CONVEYING MACHINERY



ELEVATOR BUCKETS  
FOR HANDLING GRAIN, CEREALS, ETC.

### ELEVATOR AND MILL SUPPLIES

Our Specialties include Chains, all styles; Sprocket Wheels, Elevator Buckets, Boots, Bolts, Spiral Conveyors, Cable Conveyors, Rubber Belt Conveyors, Shafting, Hangers, Pulleys, Collars, Gearing, Cotton and Leather Belting, Package Elevators, Barrel and Keg Elevators, Etc., Etc.

FOR CATALOG ADDRESS

The Jeffrey Manufacturing Company  
COLUMBUS, OHIO.

## MANUFACTURERS

Contemplating establishing plants  
in the West, should take advantage  
of a location on



THE PIONEER LINE  
WEST AND NORTHWEST OF CHICAGO

which reaches the famous

**WATER POWERS,  
COAL FIELDS,  
IRON ORE RANGES,  
HARD AND SOFT LUMBER  
DISTRICTS**

of the West and Northwest, and affords the  
best means of transportation to the markets  
of the world.

For further particulars apply to

MARVIN HUGHITT, Jr., E. D. BRIGHAM,  
Freight Traffic Mgr. Gen. Freight Agt.  
CHICAGO

## Reliable Insurance ...

On Modern elevators and Contents can be  
secured at about one-half the rates  
charged by stock companies by addressing

### MILLERS NATIONAL INS. CO.

205 La Salle Street, CHICAGO, ILL.

Chartered 1885 Assets, \$4,101,731.91

Net Cash Surplus, \$674,096.53

W. L. Barnum, Sec'y.

## ELEVATOR AND GRAIN INSURANCE

The Old Reliable  
**Michigan Millers**  
Mutual Fire Ins. Co.

of Lansing, Mich.

Assets .....	\$1,500,000
Losses paid .....	1,000,000
Net cash assets .....	255,000

### Millers' Mutual Fire Insurance Association of Illinois.

ALTON, ILLINOIS.

"In times of harvest lay aside a portion for a  
rainy day." Isn't that good advice? Well  
then, carry your insurance in this Company.  
In twenty-seven years of Underwriting we  
have saved about one-half of the cost of in-  
surance to Policy-Holders. Think of what  
that means. Instead of paying \$100 a year  
only \$50. Isn't that good practice?

Cash Assets ..... \$ 167,000.00

Net Cash Surplus ..... 97,000.00

Deposit Notes ..... 1,025,000.00

We write mills, elevators, grain warehouses  
and stock in them, for a long or short term  
as required. Write to our office and see for  
yourself.

D. R. Sparks, Pres. A. R. McKinney, Secy.

## Do You Want

The grain trade news? Then sub-  
scribe for the **GRAIN DEALERS**  
**JOURNAL** Twice each month for  
\$1.00 per year.

### MILL OWNERS MUTUAL FIRE INSURANCE CO.

Des Moines, Iowa.

Insures Mills, Elevators, Warehouses and  
Contents. Oldest Flour Mill Mutual  
in America. Saved to Members  
nearly \$1,000,000.

J. G. SHARP, Secretary, Des Moines, Iowa.

ESTABLISHED 1889

## Indiana Millers Mutual Fire Insurance Company

OF INDIANAPOLIS, IND.

## MILLS AND ELEVATORS ONLY

Purely Mutual.

E. E. PERRY, Secretary.

## 1 1/4 Million Dollars Indemnity

has been exchanged by  
owners of elevators who  
are subscribers at this  
Exchange—thus pro-  
ducing their

## FIRE INSURANCE AT COST.

That the plan meets the  
approval of grain deal-  
ers everywhere is evi-  
denced by this—our first  
year's record.  
Write for particulars.

Elevator Underwriters at  
Grain Dealers' Exchange

U. S. EPPERSON,  
ATTORNEY and MANAGER,  
409 Kemper Building,  
Kansas City, Mo.

## Any Weight

of grain up to 100,000 pounds is  
reduced to bushels by Clark's  
Decimal Grain Values, which  
also shows the value of any  
number of pounds in dollars  
and cents.

### GRAIN DEALERS JOURNAL,

255 LaSalle Street,

CHICAGO,

ILL.

## WHAT IS THE COST FOR ELEVATOR INSURANCE?

It is the sum insurance companies pay for expenses, elevator losses and  
dividends. Therefore the

### BEST INSURANCE

is furnished by the company with the lowest expense, lightest losses and  
dividends given the policy holders to reduce the cost. If you want the  
best policy, write the

### GRAIN DEALERS

**National Mutual Fire Insurance Company**  
Indianapolis, Ind.

C. A. McCOTTER, Secretary.





## Allis Six Roll Corn and Feed Mill

For Grinding Corn, Rye,  
Oats, Barley, Etc.

Built in one, two or three pairs high.  
Has solid iron frame, eccentric swing-  
ing boxes for movable rolls, self-oil-  
ing bearings, belt-drive for fast or  
slow rolls, etc., etc.

**Allis-Chalmers Co.**

Milwaukee, Wis., U. S. A.

Canadian representatives, Allis-Chalmers-Bullock, Ltd., Montreal

## Day's Dust Collector

Made in More Than  
Twenty Sizes

POSTAL FOR BOOKLET

**H. L. DAY,**

1122-26 Yale Place, - MINNEAPOLIS, MINN.



**WEBSTER**

**MACHINERY**

AND

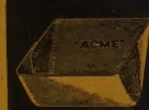
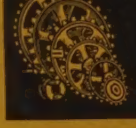
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For Grain Elevators and  
Flour Mills

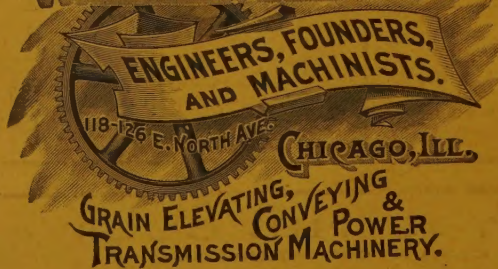
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K-3 and M-3.

**Webster M'fg Co.**

1075-1097 W. 15th St.  
CHICAGO.



**WELLMER MFG. CO.**



SEND FOR OUR NO. 18 CATALOG.

## Kay-Pim Manufacturing Co.

Builders of

**Modern Grain Elevator  
Machinery.**

Complete Equipments for Terminal  
and Country Elevators " " "

N. Broadway, Monroe & Second Sts. ST. LOUIS.

## State Demurrage Rules.

Compiled by JOHN B. DAISH,  
President American Shippers Assn.

Is a compilation of rules relating to demurrage,  
so-called reciprocal demurrage or delayage,  
which have been enacted by the legislatures of  
the several states or promulgated by commis-  
sions organized under state authority.

It contains a digest in tabulated form of the  
demurrage rules, a copy of the South Carolina  
form for ordering cars, and a list of the states  
in which adequate car facilities must be supplied.

Price, \$1.00.

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